Reach for Excellence

APILUS®
xCell
27.12 MHz

Presentation Outline

APILUS

- Device Description and Cable Connections

- Home Screen, Treatment Modes and Parameter Adjustments

- Programs and Probes

- General Working Settings

- Tests Menu

- Configuration Menu

- Back up, Updates, etc

- Adding Synchro option

For xCell Pro only

- Client Files Menu

- Printer Menu

- SmartCards Menu

Device Description

Touch screen

Stylus + electrodes Support

Aluminium Casing

Start button

Printer (Pro only)

Printer paper exit (Pro only)

APILUS
xCell Pro

Power connector

Power switch

Fuse

Pedal connector

Device Description

Smartcard
reader
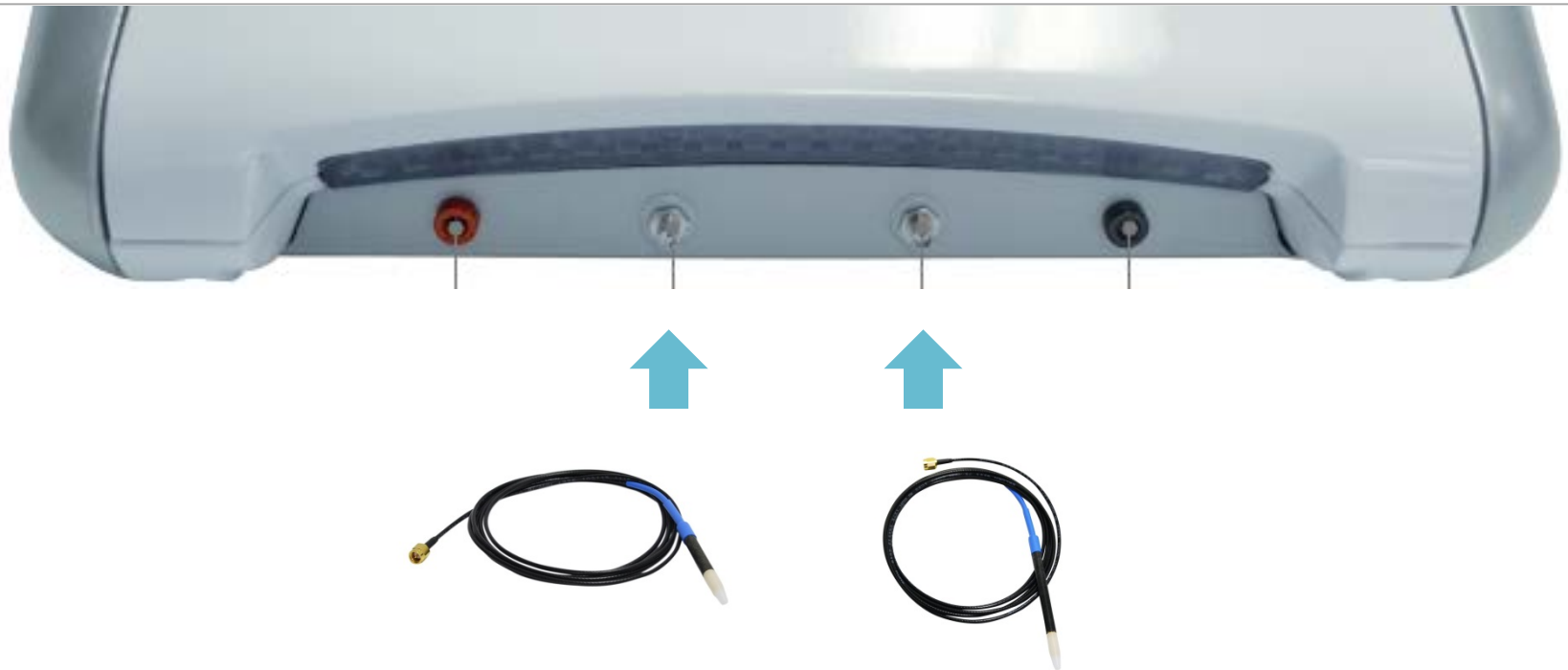(Pro only)

USB
port

Accessories
Holders

VitaPhase
Connector
(N/A in USA)

Probe-Holder Connection

Specific 27 MHz probe-holder

- **2 are included**
  - Regular
  - Short

Cable Connections
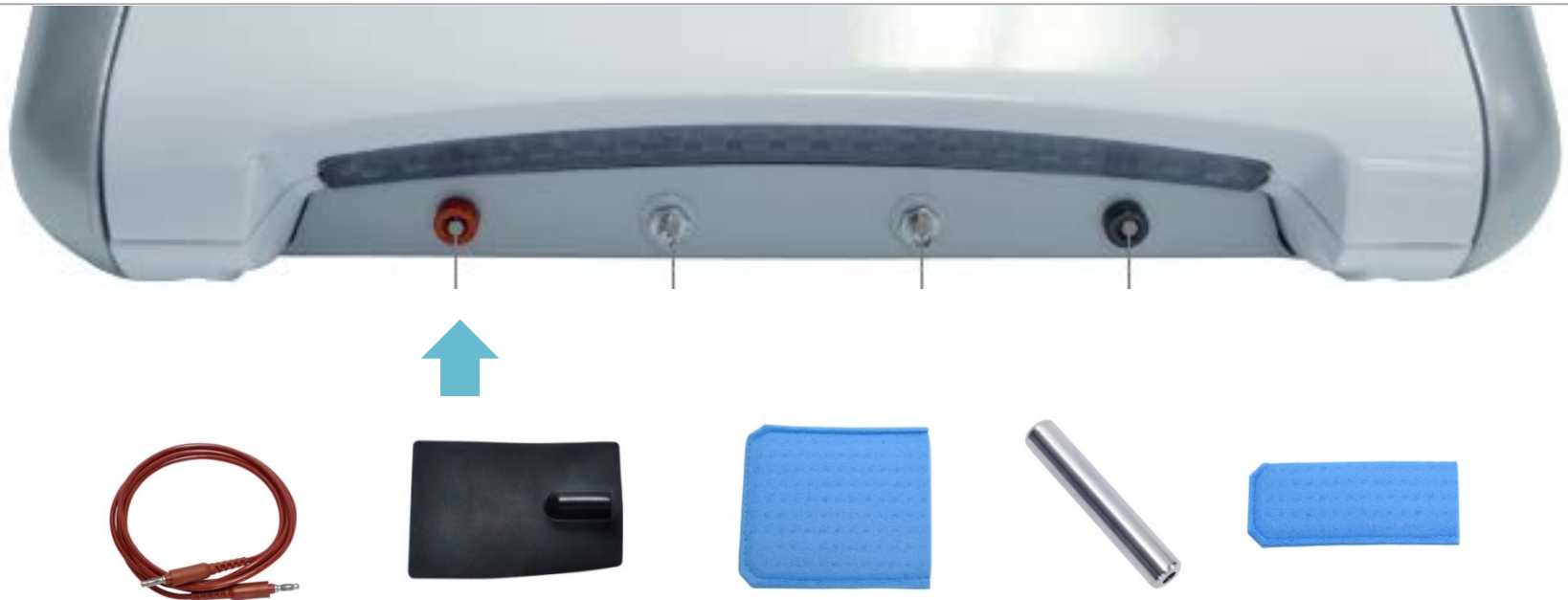
Red Cable

- To be connected with plate or bar electrode
- To be used with
  - Auto Mode
  - Blend Modes and Tolerance Test
  - Pure Galvanic Current

- The red light over the red connector will light up when this electrode is needed.
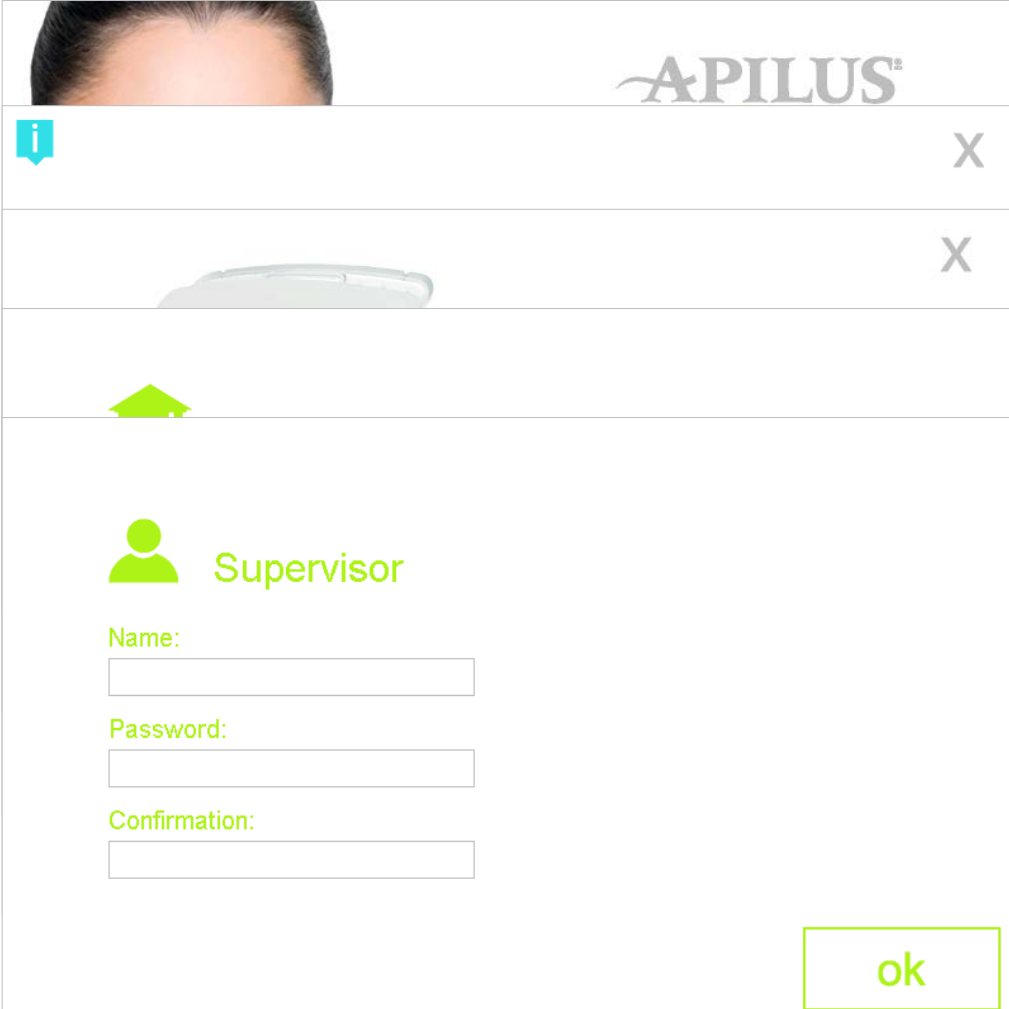- Always place a wet sponge on the electrode

Cable Connections

Black Cable

- To be connected with the roller electrode

- To be used with
    - Anaphoresis
    - Cataphoresis

- The red light over the black connector will light up when this electrode is needed.

- Always use a water based product onto the skin.

- **Not available in USA**

First Start Up

When you will start the device for the first time, you will be asked to configure the following information

- Language

- Date/Time

- Smartcard (Pro)

- Clinic info (Pro)

- Supervisor (Pro)

Supervisor

Name:

Password:

Confirmation:

ok

Home Screen and Treatment Modes

APILUS

Turn off   Help

HOME SCREEN

Thermolysis	Blend	Post-treatment Not available in USA
PicoFlash	PicoBlend	Cata +
MultiPlex	OmniBlend	Ana -
MeloFlash	MultiBlend	
Synchro	EvoluBlend	
	SynchroBlend	

- Treatment
- Modes
- Tests
- Configuration
- Client Files (xCell Pro version only)
- Printer (xCell Pro version only)
- Smartcards (xCell Pro version only)
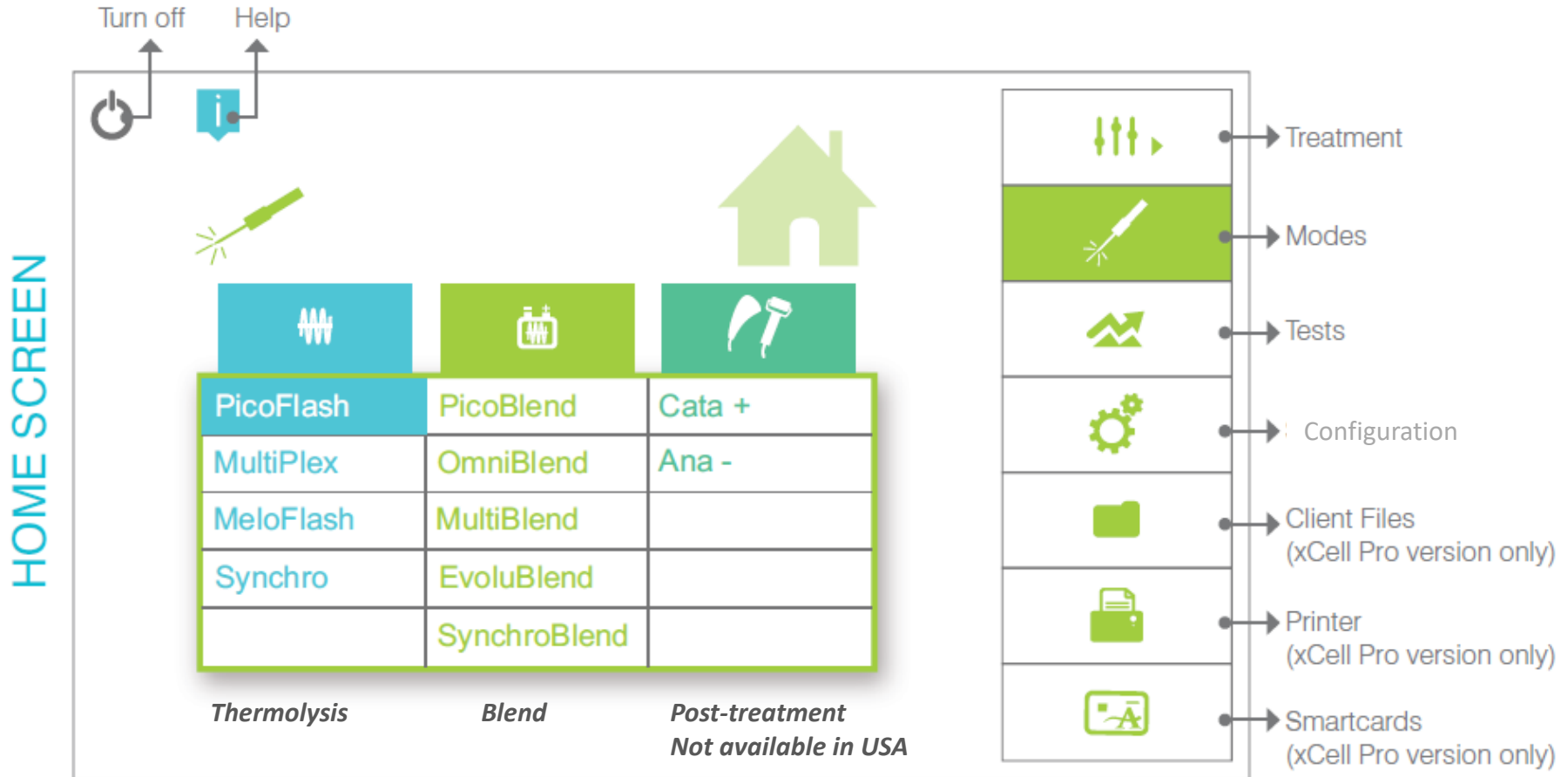
Synchro, SynchroBlend and EvoluBlend
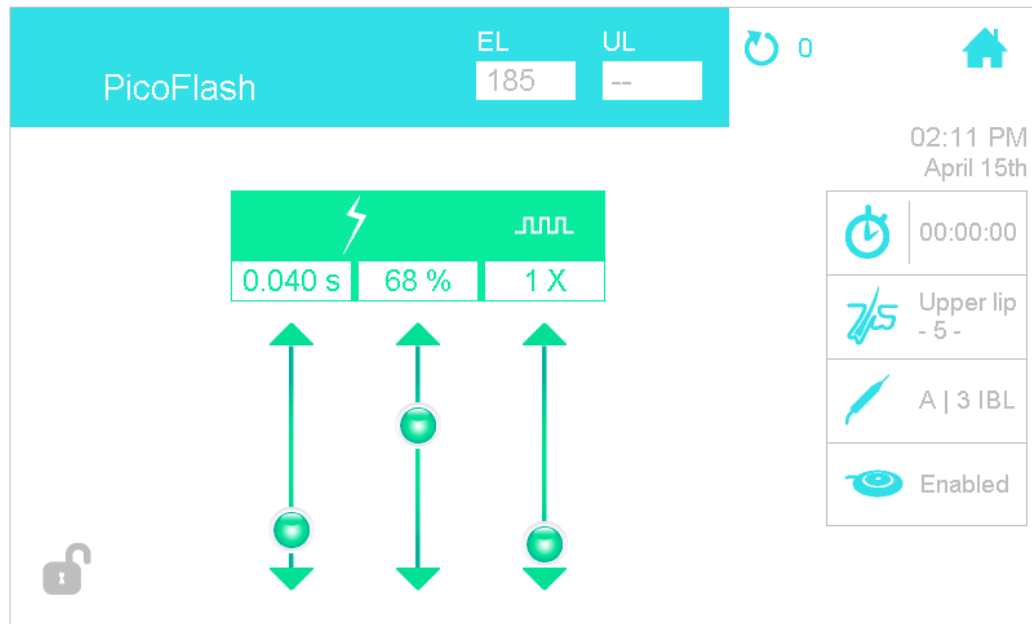
- Included with the xCell Pro
- Optional for the xCell Pur

Thermolysis Process

- **Thermolysis or high frequency current** is an **alternating current** which constantly changes polarity

- It produces a **constant attraction-repulsion alternation of atoms** within tissues

- These **push and pull movements** create friction in the anatomical structure resulting in **heat** and **causing the destruction of the cells responsible for hair growth**
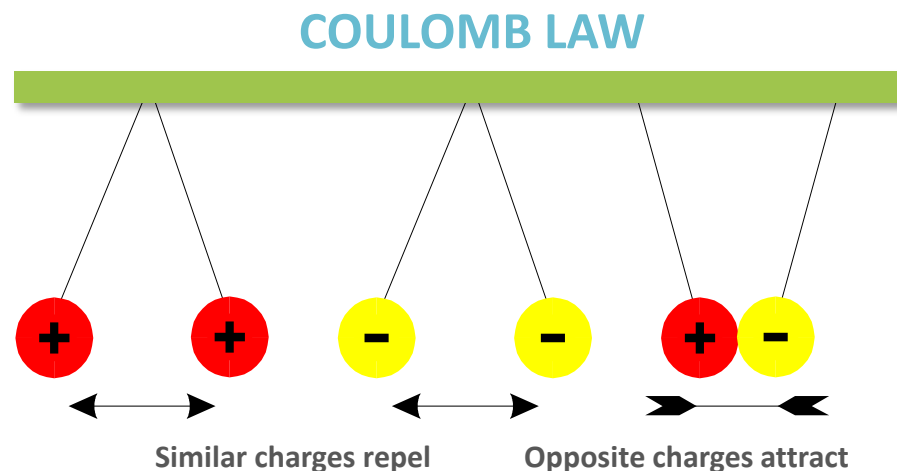
COULOMB LAW

Similar charges repel   Opposite charges attract

PicoFlash 27 MHz
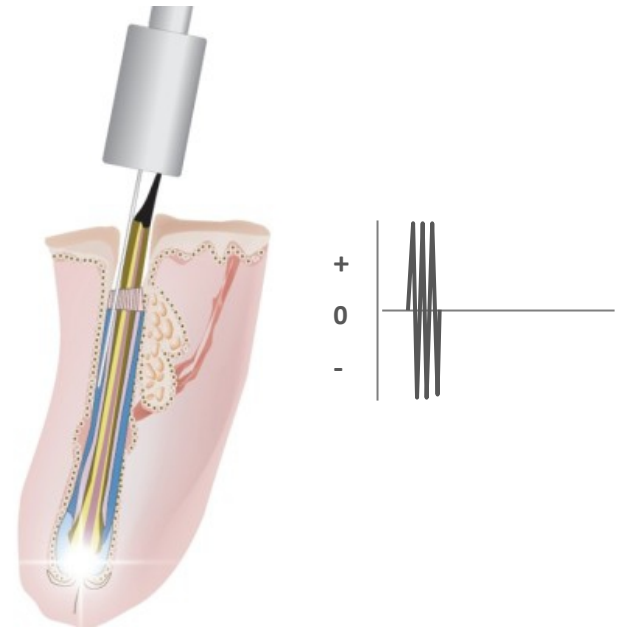
- 27 MHz HF modality at few **thousandths of a second** with high intensity

- Ultra rapid coagulation targeted at tip of probe for better results

- Recommended with insulated probes for unrivalled comfort

- Ideal for all types of hairs, but mostly superficial and fine hair

2-Pulse PicoFlash

- Application of 2 pulses in 2 different locations

- Destruction concentrated at the papilla & the bulge
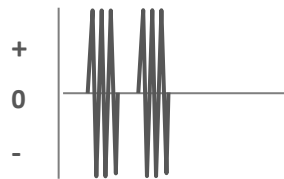
- It is mandatory to use insulated probes

- Ideal technique for deep hair

2-Pulse PicoFlash

![APILUS]
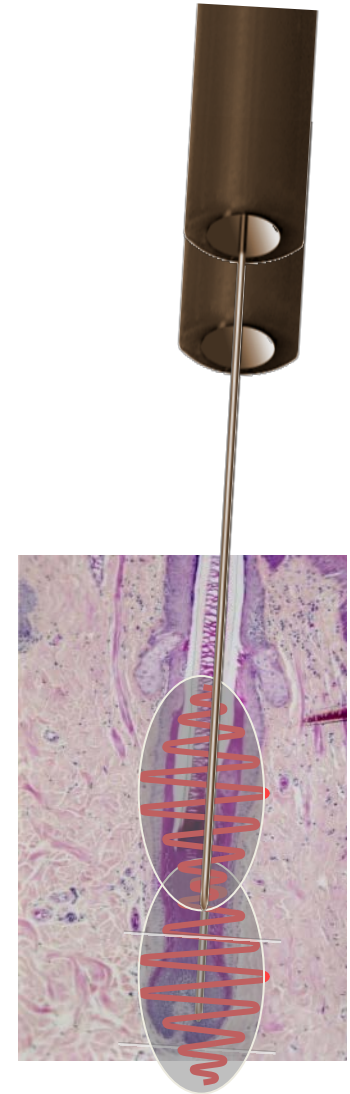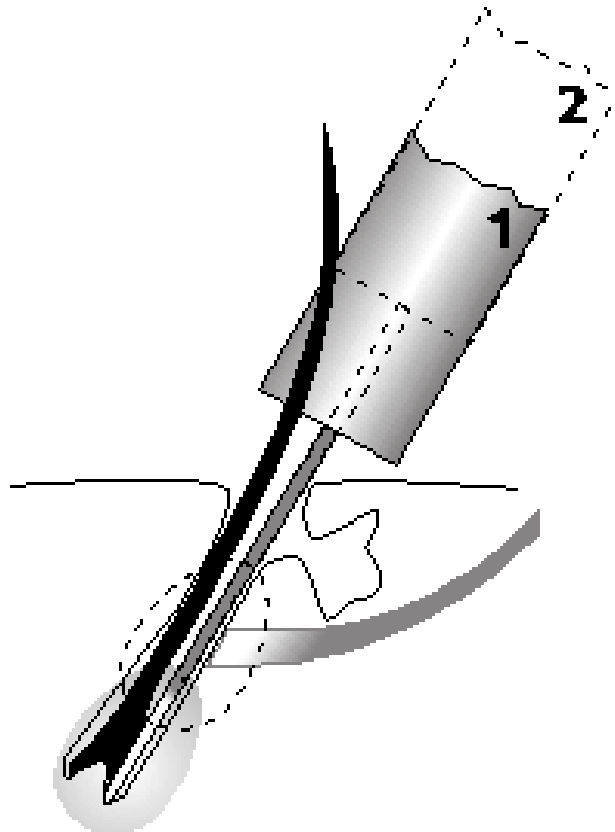
- The pulse duration is automatically reduced for increased safety and comfort

Delay Between Pulses

- Adjustable according to operator's working speed

MeloFlash 27MHz

- 27.12 MHz HF modality available on Apilus xcell only

- Timing of a few hundredths of a second

- Longer timing but milder intensity than PicoFlash

- Ideal technique for deep hair and stubborn telogen hair

Multiplex
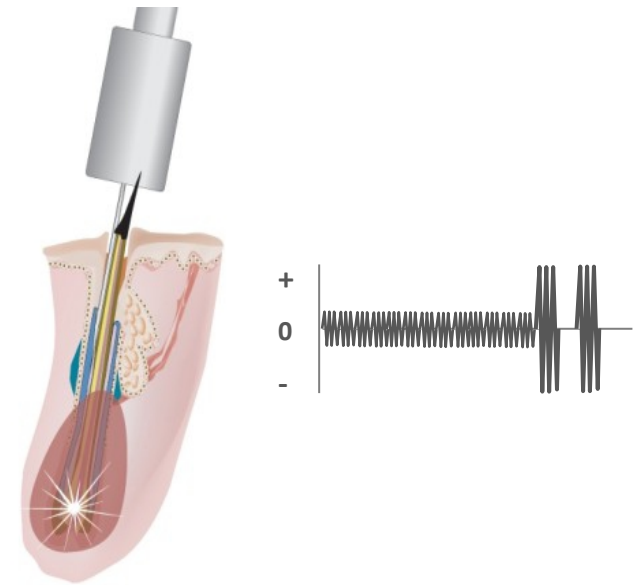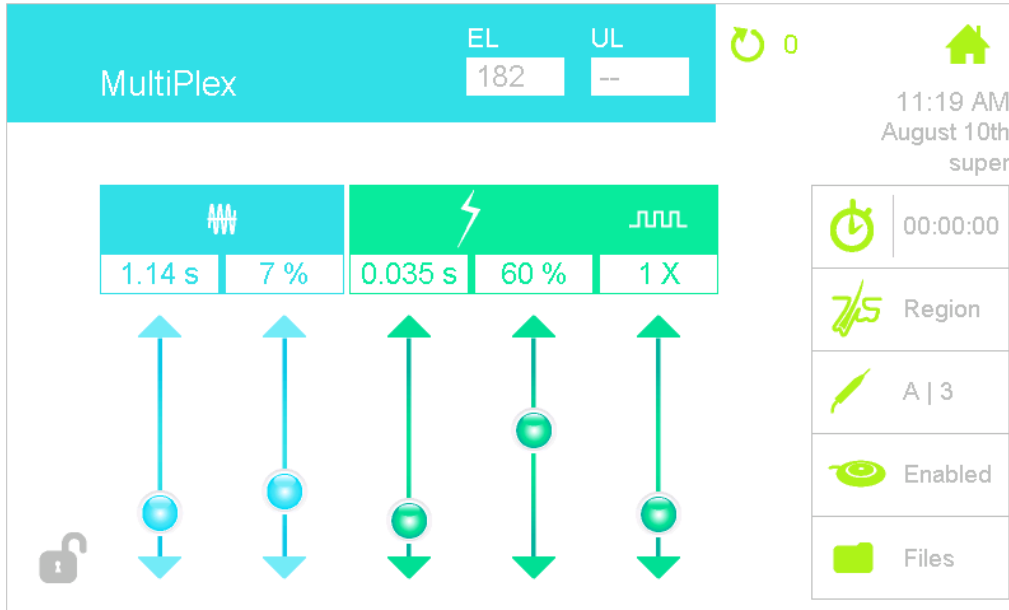
Combines slow thermolysis + a PicoFlash pulse

- Begins with a heating process at low intensity with a relatively long time (0.5-2 s) which produces porosity & conductivity within the follicle

- Ends with a PicoFlash pulse, for a maximum concentration at the papilla

- Excellent for coarse and slightly distorted follicles

2-Pulse Multiplex

Probe displacement method with two Multiplex pulses

- Movement from bulb to bulge or vice versa

- Time of each pulse is automatically reduced

- It is mandatory to use insulated probes

- Ideal technique for deep hair

Adjustable delay between pulses according to speed

- More localized destruction at papilla and bulge area

Synchro 27MHz (Patented)

Multiple ultrafast Picopulses creating micro-coagulation

- Picopulses of .002 to .005s

- Thermal relaxation between each Picopulses of .001 to .004s

- Better heat distribution

- Synchronized movement bulb-bulge

- Can destroy all germ cells located in two thirds of the lower follicle

- Importance of using the ISOGARD probe

- Generally for stubborn hair
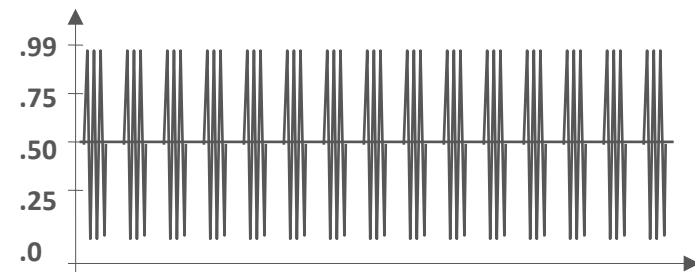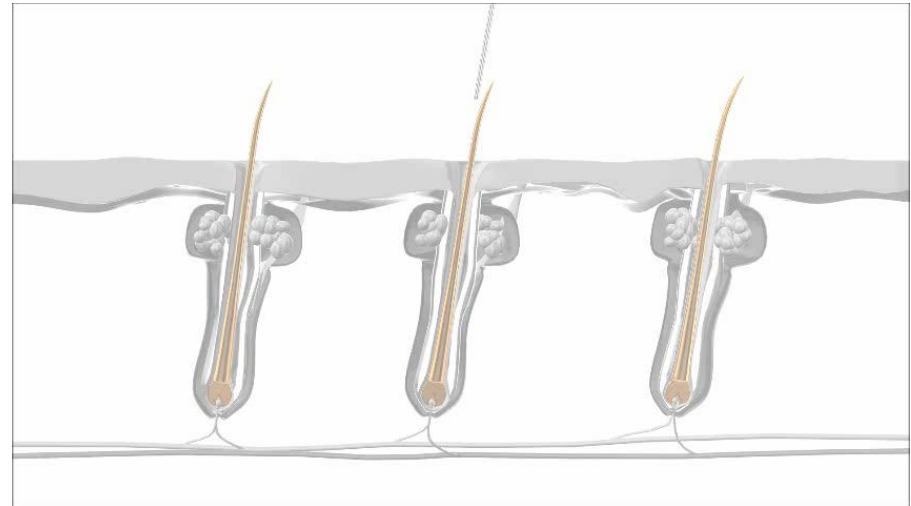
Synchro 27MHz (Patented)

APILUS

The Synchro Factor

- On Apilus xcell only

- Adjustable picopulses and thermal relaxation duration

    - 2/1 - Hotter: pulse 0.002s / relax 0.001s

    - 3/2 : pulse 0.003s / relax 0.002s

    - 4/3 : pulse 0.004s / relax 0.003s

    - 5/4 - Less hot: pulse 0.005s / relax 0.004s

    - Apilus Platinum: always 2/1

Synchro	EL	UL	↻ 0	🏠

Synchro — EL 252 — UL --

11:20 AM
August 10th
super

⚡ 0.14 s	52 %	⊓₀ 2/1

00:00:00

Region

A | 3 IBL

Enabled

Files

# Thermolysis Modalities
Versus Type of Hair

- **PicoFlash**
  - Superficial hair, facial hair, telogen hair, sensitive clients

- **MeloFlash**
  - Deep hair
  - Stubborn telogen hair

- **MultiPlex**
  - Slightly distorted hair
  - Deep hair
  - Stubborn telogen hair
  - Difficult hair in general

- **Synchro**
  - Deep hair
  - Stubborn telogen hair
  - Difficult hair in general

- **2-pulse technique**
  - Deep hair

EXOGEN   ANAGEN   CATAGEN   TELOGEN
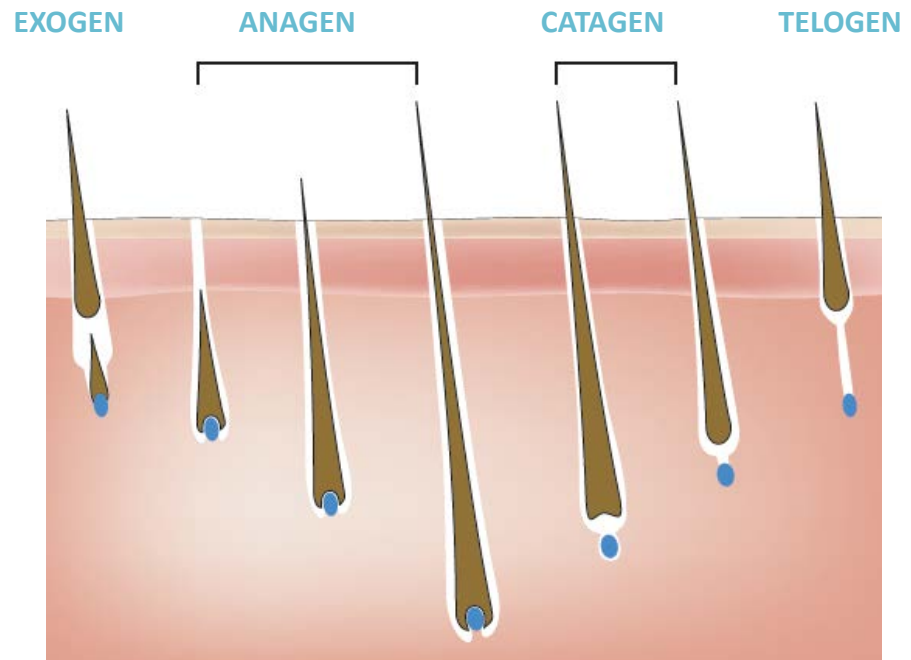
HF Parameters Adjustment

To modify the parameters, you have 2 possibilities:

- You slide the bullet on the arrow up or down

- You press on the number you want to modify and a keyboard will appear. Use the numbers on the keyboard to modify the parameters and press OK.

- Once you are ready to work, press on the pedal or on the lock to confirm parameters
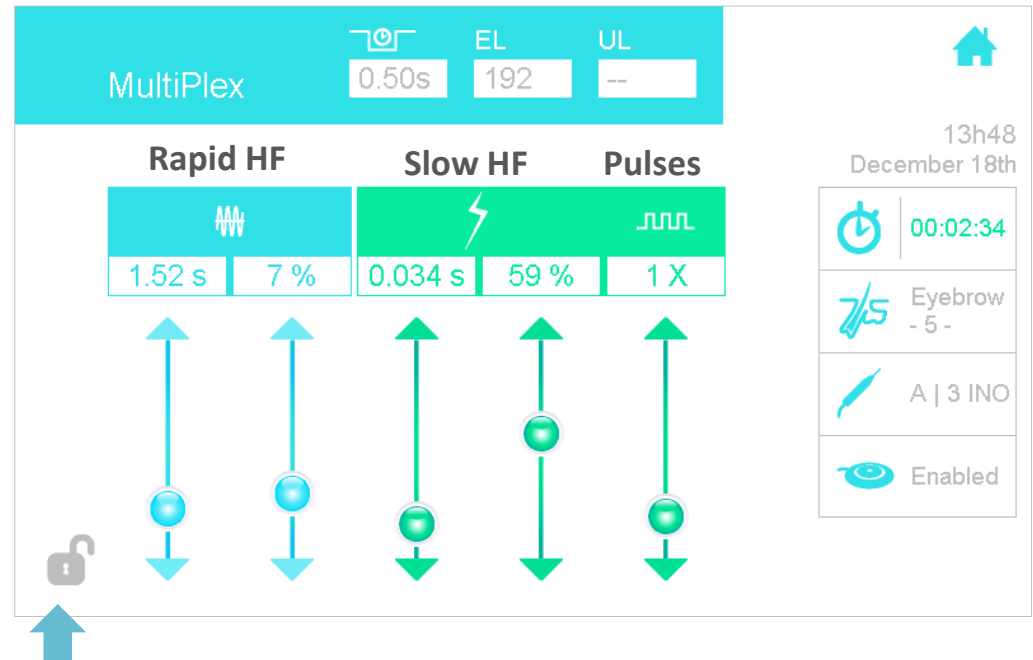
General info

- If the hair is deep, you can increase the duration

- If hair is shallow, it is better to increase the intensity %

Calculating Energy Level (E.L.)

- Amount of heat produced during a 27.12 MHz thermolysis treatment with Apilus xCell

Energy Level E.L. = Time (sec.) × Intensity^2 (%)			
HAIR	**E.L. Non-Insulated**	**E.L. Insulated IBL**	**E.L. Insulated ITH**
FINE	110 E.L.	90 E.L.	75 E.L.
MEDIUM	260 E.L.	220 E.L.	185 E.L.
COARSE	430 E.L.	365 E.L.	315 E.L.

Blend Process

Blend

- The **HF** current **warms** up the tissues to transform the intercellular substance in a **porous mass**

- The porosity allows the penetration of **caustic soda** produced by the **galvanic current** into the follicle

- Galvanic current needs a moist follicle to create lye (**Anagen Phase**)

- The plate or bar electrode with a wet sponge is necessary, place it near the area to be treated and in contact with the client's skin

- Verify the contraindications to GLV
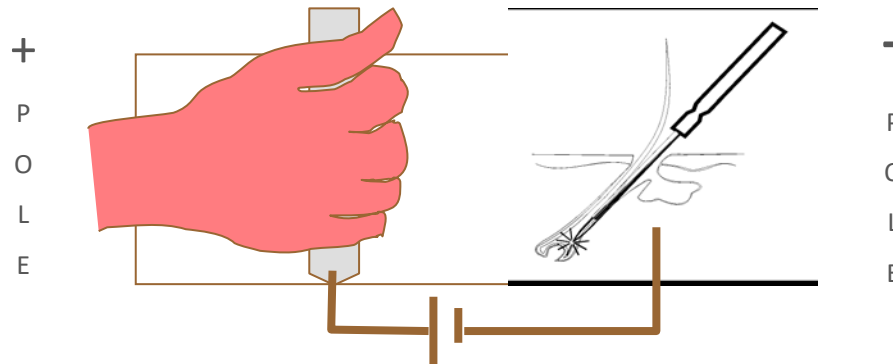
PicoBlend

- Superpose 27MHz HF pulses over galvanic current at regular intervals

- HF current is at low intensity to prevent dehydration of follicle
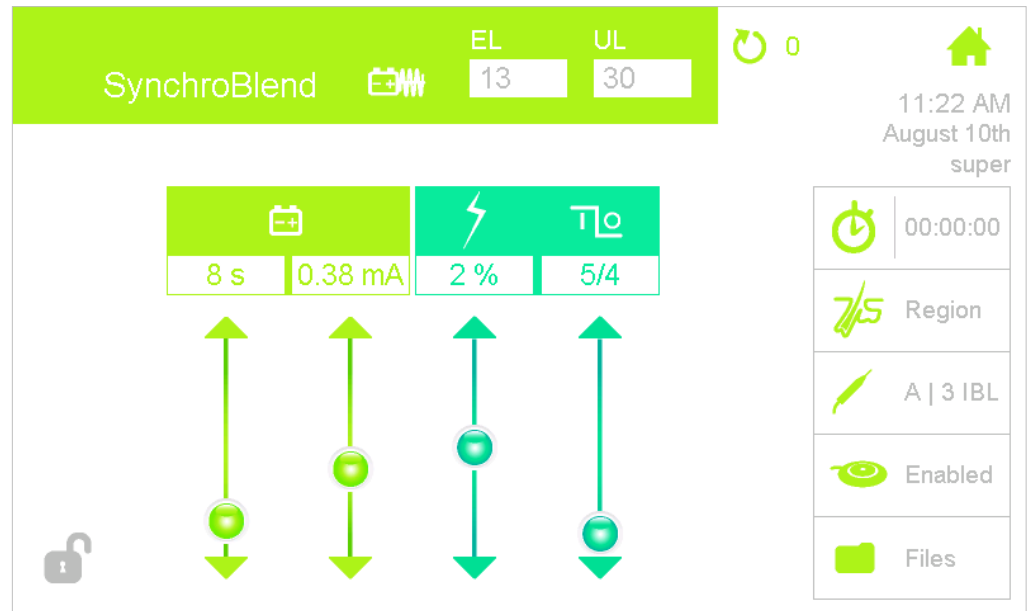
New SynchroBlend 27MHz

Superpose multiple ultrafast 27 MHz HF Picopulses over a galvanic current

- Picopulses duration of .002 to .005 ms

- Thermal relaxation between each Picopulses

- Better distribution of heat in the tissues

- Synchronized movement bulb-bulge-bulb
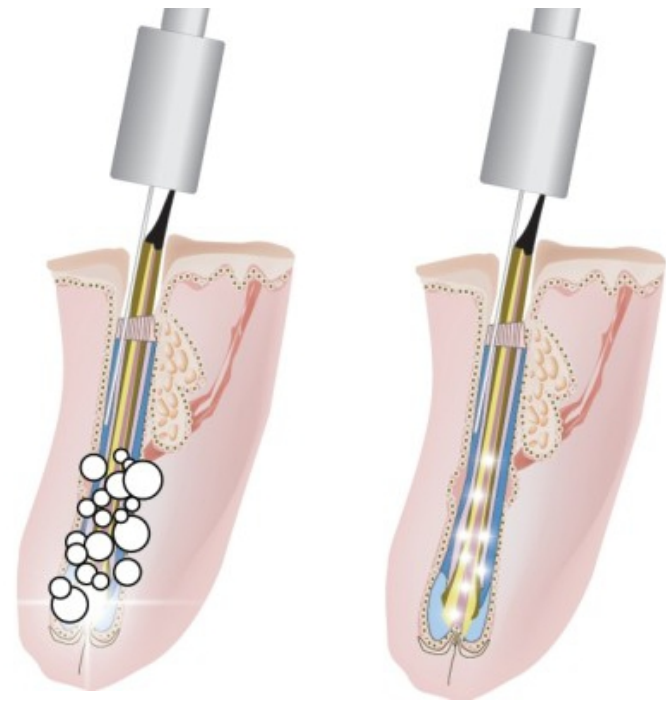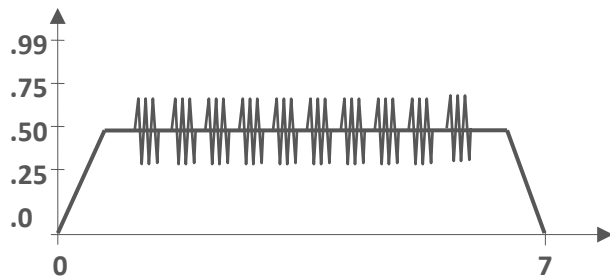
New SynchroBlend 27MHz

- Adjustable picopulses and thermal relaxation duration (Synchro Factor)

- Excellent alternative to regular pulsing Blend

- Importance of using the IsoBlend probe
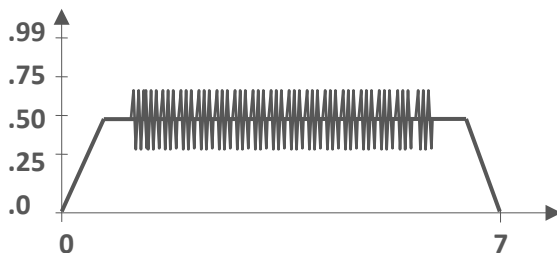
OmniBlend

Omnipresence of both currents

- Simultaneous application of Galvanic & HF currents

- The Apilus will calibrate the HF current intensity needed

- Confortable and easy to use

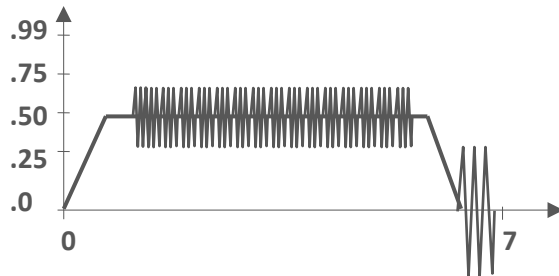- Excellent alternative to pulsing blend

OmniBlend - hidden HF setting

xCell 27mHz = Max. 8%

MultiBlend

- Combines the OmniBlend modality with a PicoFlash 27 MHz pulse

- For very difficult anagen hair

EvoluBlend

Simultaneous application of a gradual ramp of galvanic current & proportional HF 27MHz current:

- Similar to the tolerance test, but with maximum setting

- Ideal for sensitive client with distorted anagen hair

Electrolysis

- Electrolysis uses a pure **galvanic current** to create a biochemical reaction in the hair follicle

- Not popular anymore because the process is longer than Blend modalities

- You must select the PicoBlend Mode and enter 0 pulse to remove all the thermolysis current

Modalities Versus Type of Hair

- **Blend techniques**
  - For distorted and deep hair in Anagen phase.

- **Pulsing Blend**
  - For all "normal" cases

- **OmniBlend**
  - For all "normal" cases – easy to use and comfortable

- **MutiBlend**
  - Coarse and stubborn distorted/deep hair

- **SynchroBlend**
  - Coarse and stubborn distorted/deep hair

- **EvoluBlend**
  - Sensitive clients

Distorted Hair Follicles

J-SHAPED U-SHAPED S-SHAPED CORKSCREW
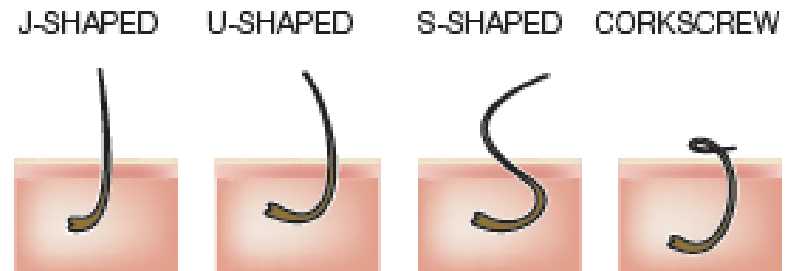
Blend/GLV Parameters Adjustment

To modify the parameters, you have 2 possibilities:

- You slide the bullet on the arrow up or down

- You press on the number you want to modify and a keyboard will appear. Use the numbers on the keyboard to modify the parameters and press OK.
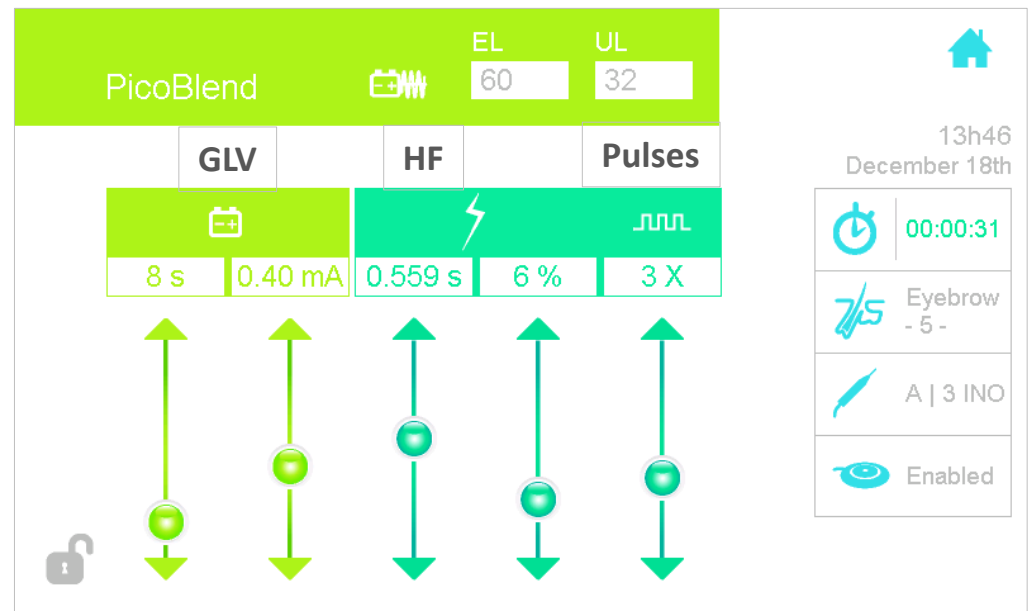
General info

- Use the tolerance test to measure the intensity of GLV your client can bare and then adjust the duration according to the UL chart.

- Check contraindication to GLV first

Setting of Units of Lye (U.L.)

- Amount of caustic soda produced by the galvanic current into the follicle

- Refer to the UL chart

- Press on the number to modify it

- Will not affect the GLV intensity level (mA)
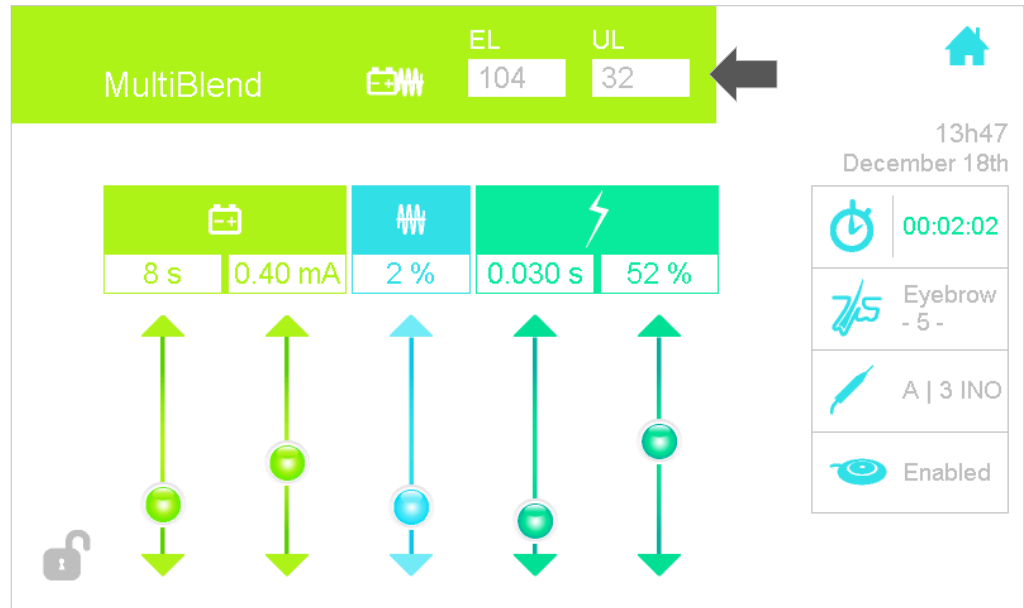
U.L. = Time(s) × (mA × 10)			
HAIR	**Fine**	**Medium**	**Coarse**	**Extra-Coarse**
U.L.	20	40	60	80

Setting in Blend Mode

- Galvanic current first or HF current first when using a Blend Mode

- Generally Galvanic current first is preferred

Cataphoresis

Cataphoresis / Ionisation +

- Post-epilation care

- Calming action and Redness reduction

- Germicidal by its acidic action

- Vasoconstriction

- Astringent action on the sebaceous glands

- 3 to 5 minutes application with a soothing water based product ionisable with + pole

Not available in USA

Cata +

EL   UL
--   --

↻ 0

11:23 AM
August 10th
super

1.51 mA

00:00:00
Region
A | 3 IBL
Enabled
Files
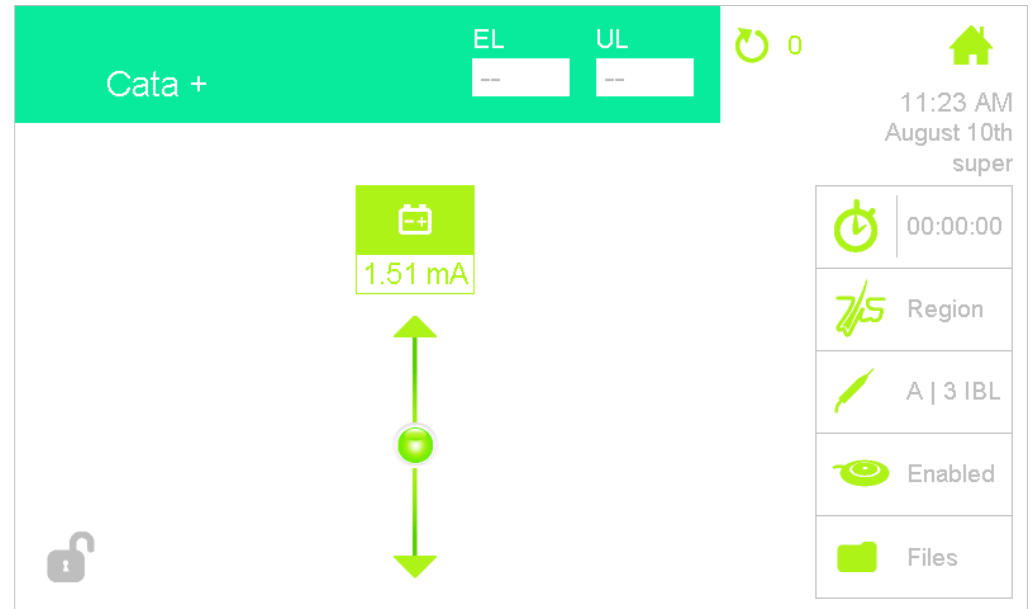
Anaphoresis

Anaphoresis / Ionisation -

- Deep cleansing (aesthetic treatment)

- Alkaline action

- Vasodilatation (hyperaemia), activation of blood & lymph circulation

- Dilatation of the pores

- Removes excess of sebum

- 2 to 3 minutes application with a water based product ionisable with - pole

Not available in USA

Ana -

EL   UL
---   ---

↺ 0

11:23 AM
August 10th
super

1.05 mA

00:00:00

Région

A | 3 IBL

Enabled

Files
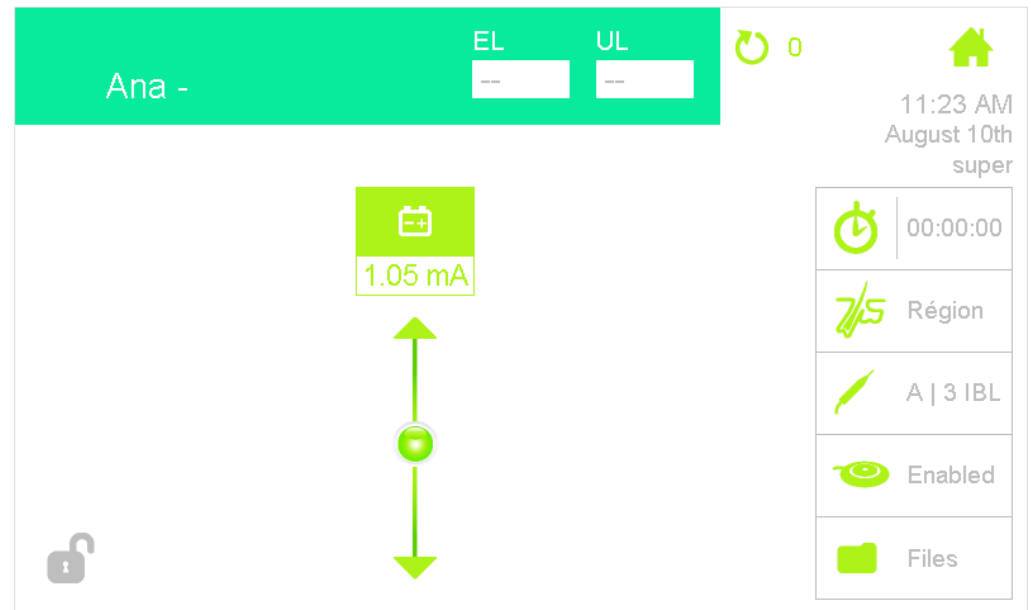
Cata/Ana Parameters Adjustment

To modify the parameters, you have 3 possibilities:

- You slide the bullet on the arrow up or down

- You press on the number you want to modify, use the numbers on the keyboard to modify the parameters and press OK.

- You can increase the intensity rapidly by pressing the foot pedal

- If you have selected a hair removal program, the Apilus will suggest you a Glv current intensity for cataphoresis only according to the area.
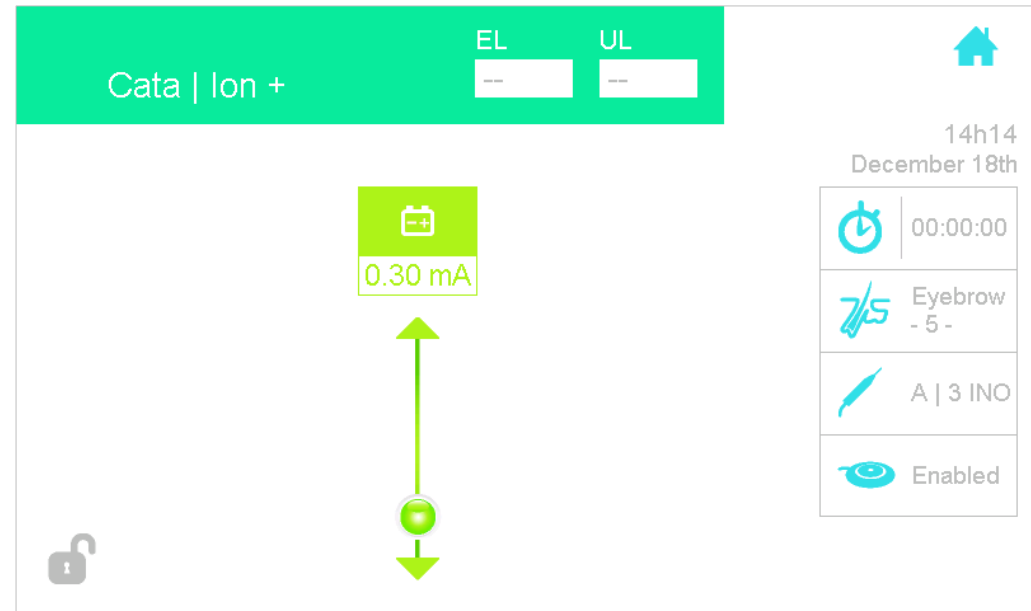
Cata/Ana Parameters Adjustment

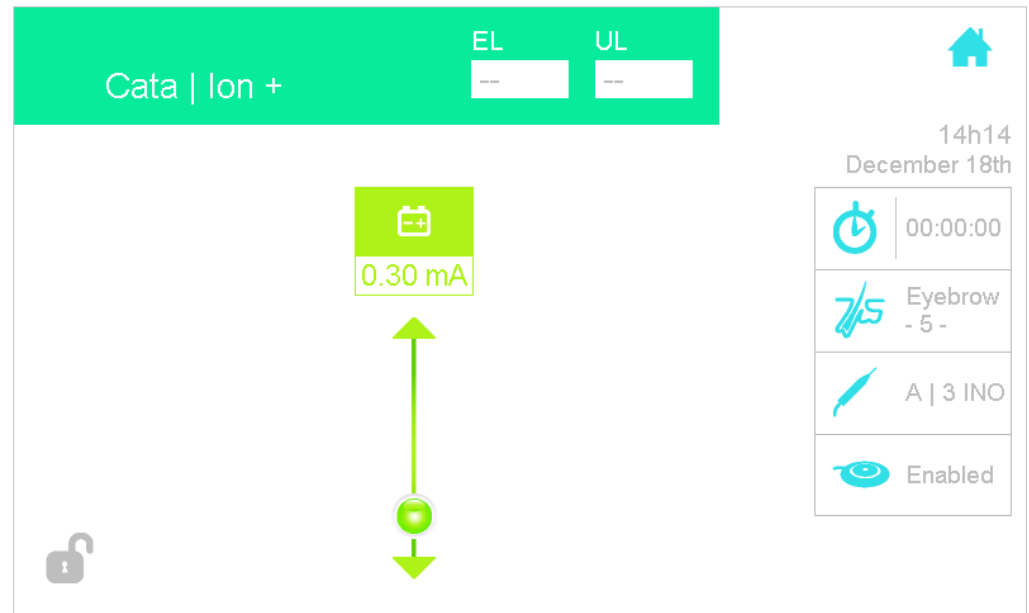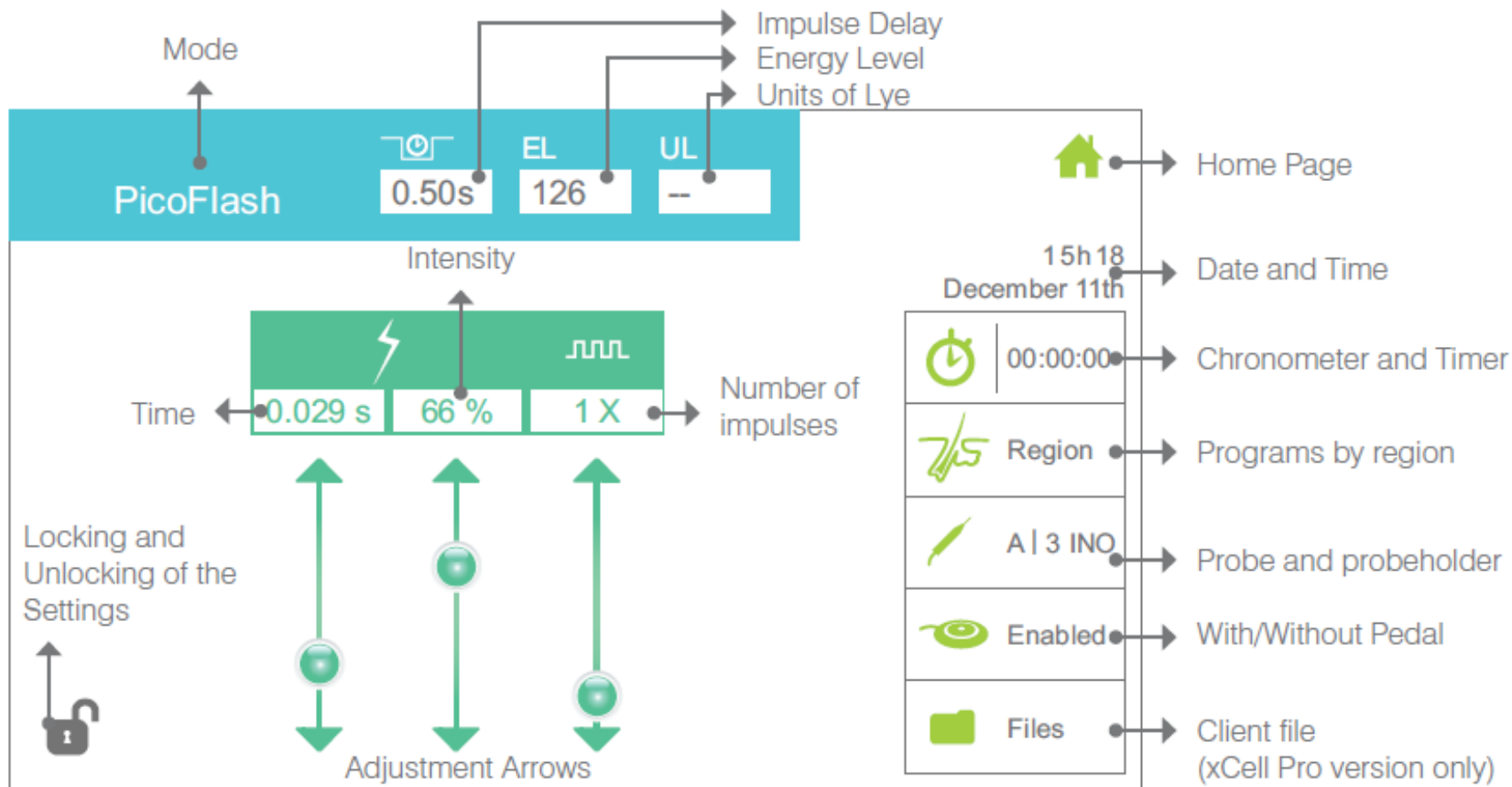- Intensity may vary depending of the client's tolerance, the area, and the size of electrode.

- The client should feel a <u>comfortable</u> tingling sensation. He may also have a metal taste in the mouth.

- Check contraindication to GLV

- The plate or bar electrode with a wet sponge is necessary, place it near the area to be treated and in contact with the client's skin.

Cata | Ion +

EL   UL

14h14
December 18th

00:00:00

Eyebrow - 5 -

A | 3 INO

Enabled

0.30 mA

Description of Treatment Screen

THERMOLYSIS MODE

Mode

PicoFlash

Impulse Delay
Energy Level
Units of Lye

EL 126   UL --
0.50s

Intensity

Time 0.029 s   66 %   1 X   Number of impulses

Locking and Unlocking of the Settings

Adjustment Arrows

Home Page

15h 18
December 11th   Date and Time

00:00:00   Chronometer and Timer

Region   Programs by region

A | 3 INO   Probe and probeholder

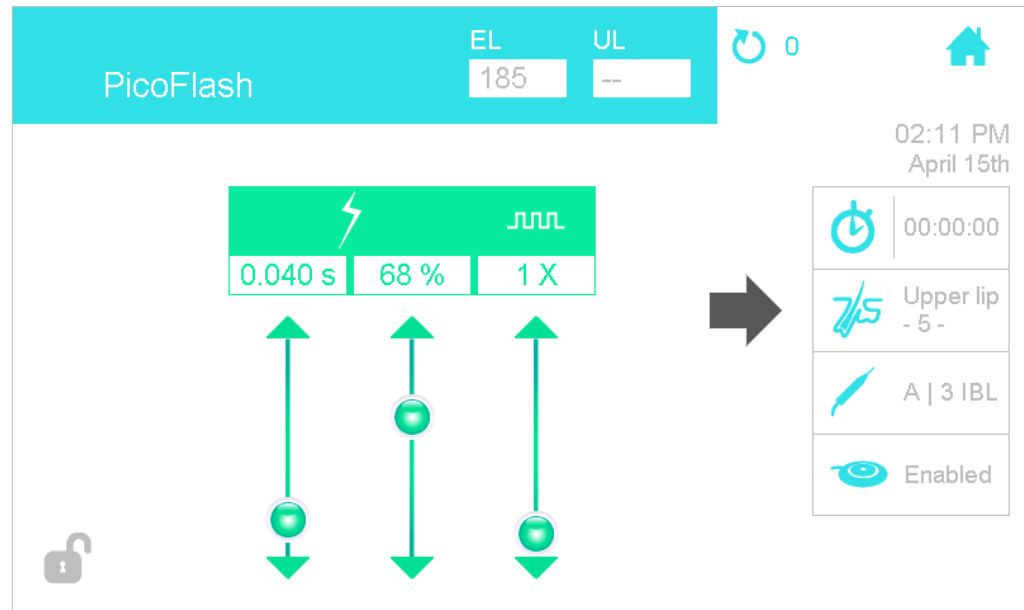Enabled   With/Without Pedal

Files   Client file
(xCell Pro version only)

Programs

Up to 29,700 programs :

- Modalities (up to 9)

- Areas (11)

- Gender (F-M)

- Size of hair (0 – 9)

- Type of probes (stainless, isogard, isoblend)

- Size of probe (1-5)

Programs
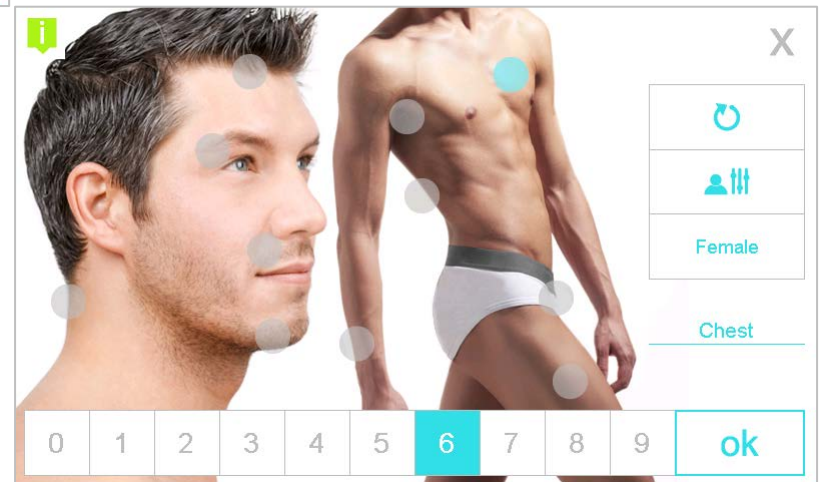

Reset the selection

User programs

Male programs

Selected area

Confirmation button

Areas

Hair sizes

| U.L. = Time(s) × (mA × 10)	
NUMBER	**HAIR**
0 to 3	Fine
4 to 6	Medium
7 to 9	Coarse

User Program Screen

- You can create 10 programs per modality

- First set your parameters on the treatment screen for the modality chosen

- Then, go to the user programs screen

- Select a free number, name your program (include the modality in the name) and press on the "save program" key

- To load a user program, go to the user programs screen, find the desired program by pressing on the numbers and then press the "load program" key
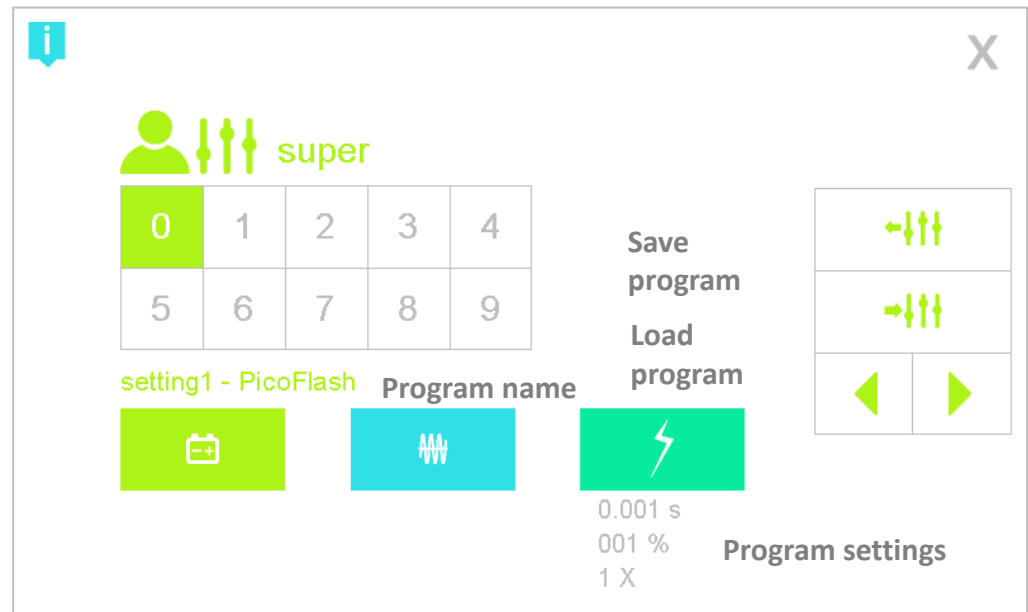
Probe Selection
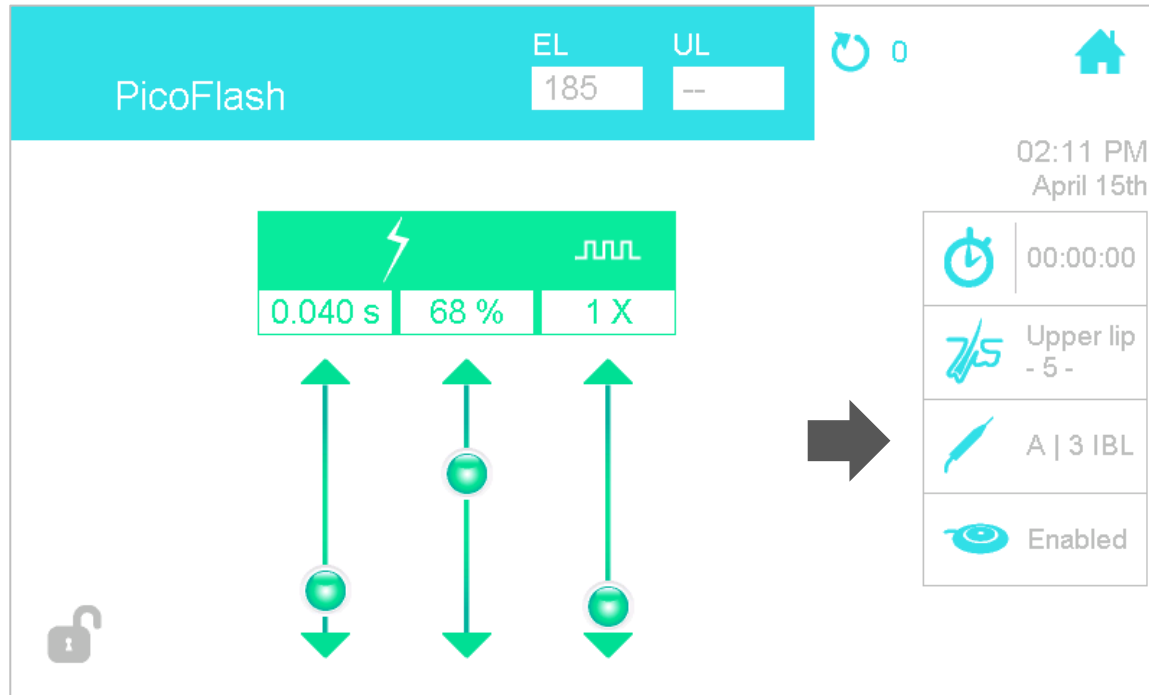
The APIL function (Artificial Intelligence Pro-Tec Levels) converts the programs according to the type and size of the selected probe
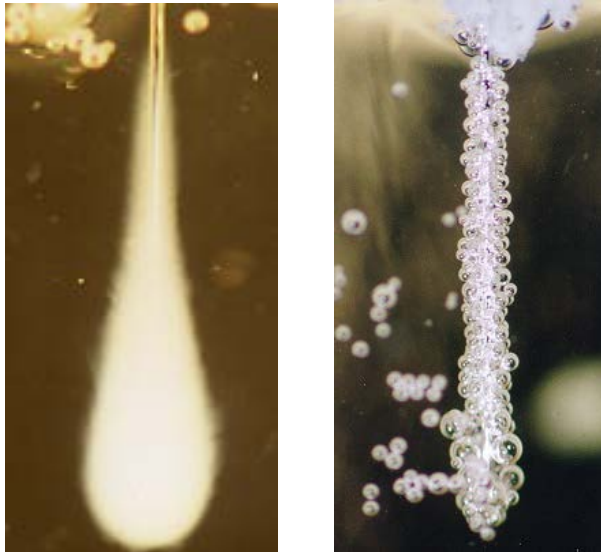
Probe Selection

- Type of probes (stainless (inox), isogard, isoblend)

- Size of probe (1-5)

- Active Probe-holder A or B

- The parameters will vary from a probe type and size and another

Inox	IsoGard	IsoBlend

Inox   **IsoGard**   **IsoBlend**

Inox	IsoGard	IsoBlend	A	B
1 INO	2 INO	3 INO	4 INO	5 INO

ok

F1   **F2**   **F3**   **F4**   **F5**
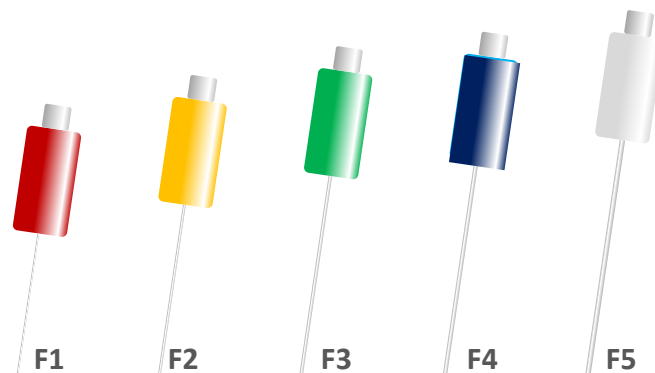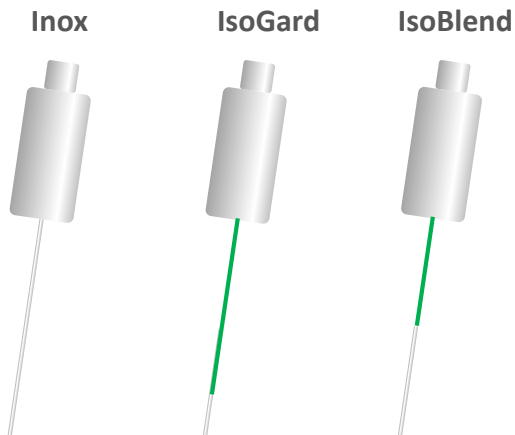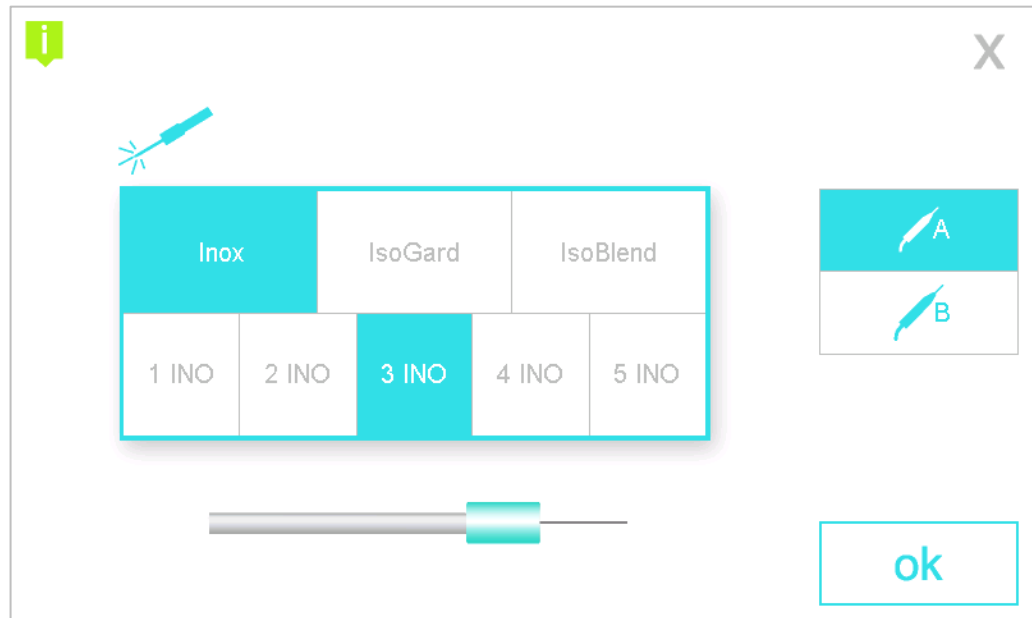
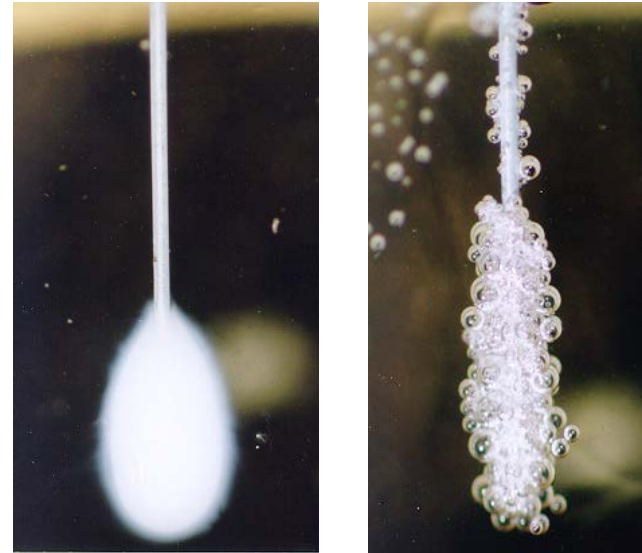# Insulated vs Non-Insulated Probes

Non-Insulated

Energy dispensed all along the probe

- Loss of energy
- Higher parameters
- Less comfortable
- More risks of skin reactions

Insulated ITH & IBL

Energy concentrated on the non-insulated tip

- Lower parameters
- Increased comfort
- Less skin reactions

General Settings – Auto Mode

## Adjustment in Auto Mode

- A delay is necessary when using the non-footswitch operation

- Duration before the current is applied from the moment the probe touch the skin

- Must be adjusted corresponding to your natural insertion pace

- The plate or bar electrode with a wet sponge is necessary when using
  Auto Mode
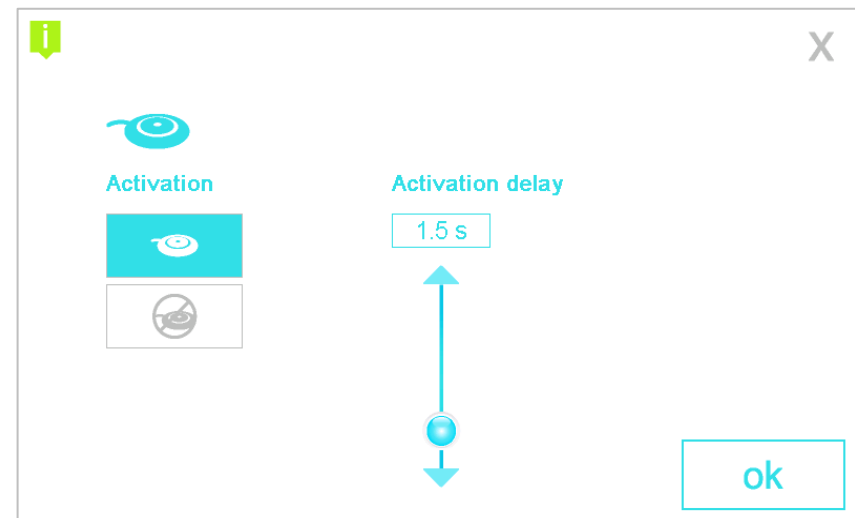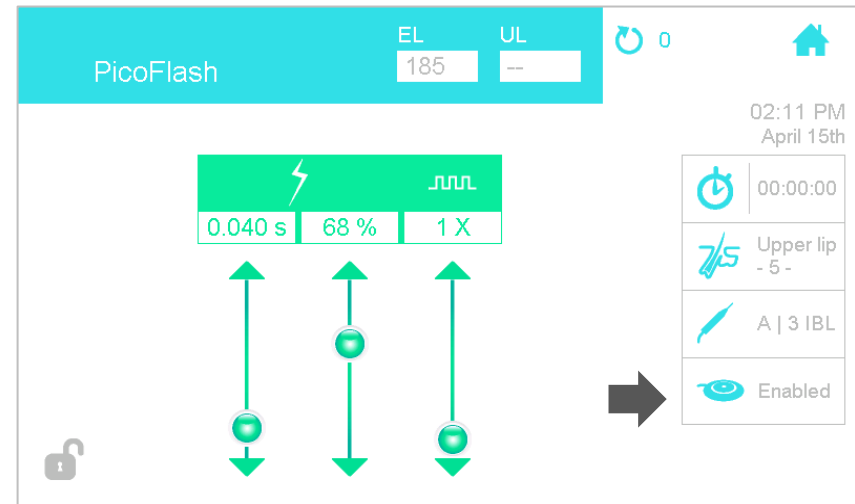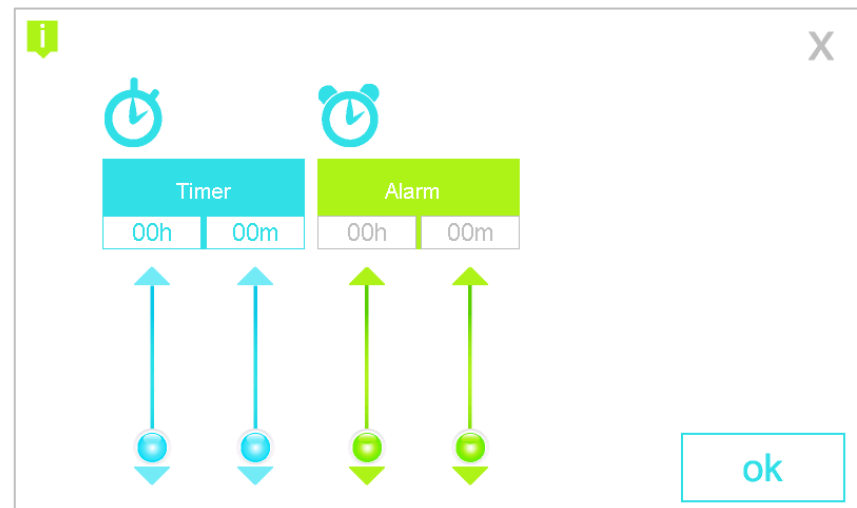
General Settings – Timer and Alarm

Timer Adjustment - 2 Possibilities

1. Progressive timer from 0 to infinite

2. Countdown, the timer decreases by seconds

   – Settings entered with the numeric keyboard
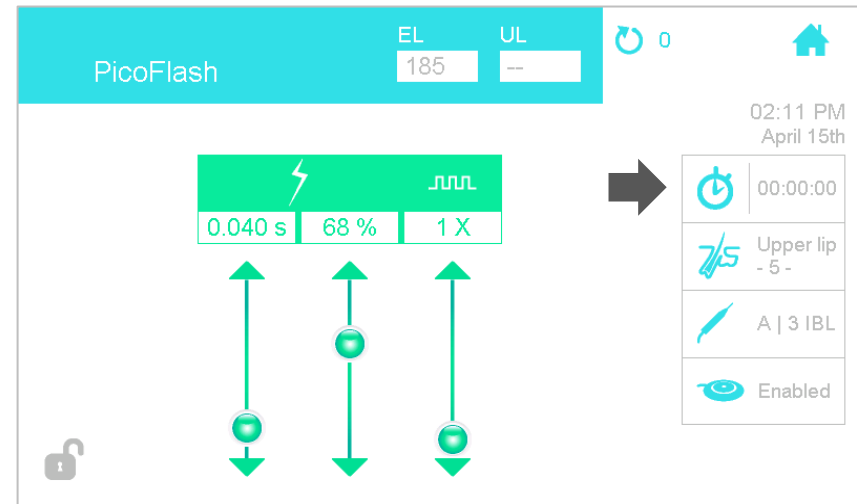
Alarm Adjustment

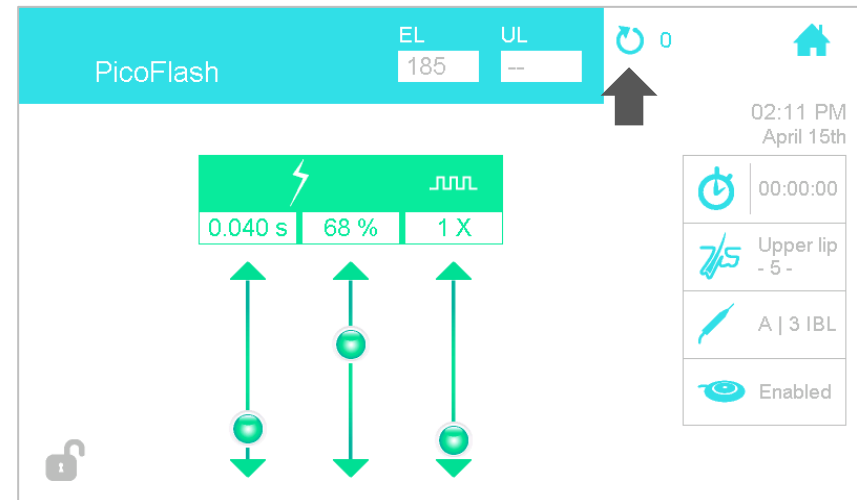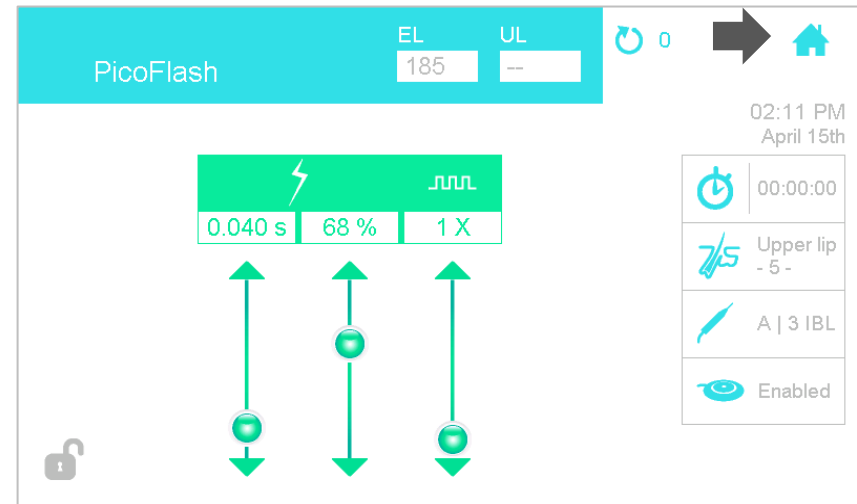- Necessary if you want an alarm signal before the end of the countdown

General Settings

Home

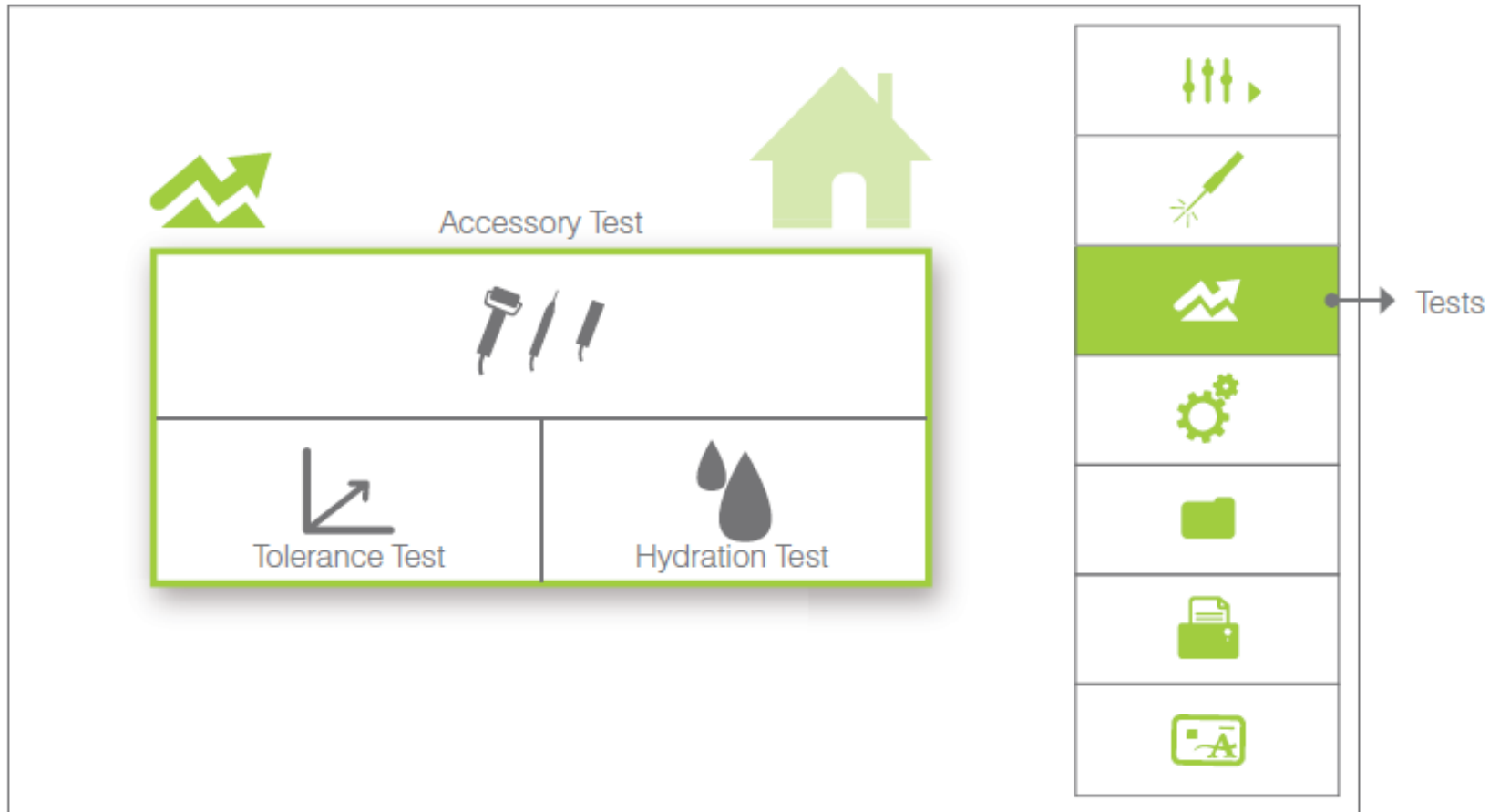- Press on it to return to the main menu or if you want to change the treatment modality

Number of insertions

- Display the number of insertions done

- You can reset to 0 if you press on the circular arrow
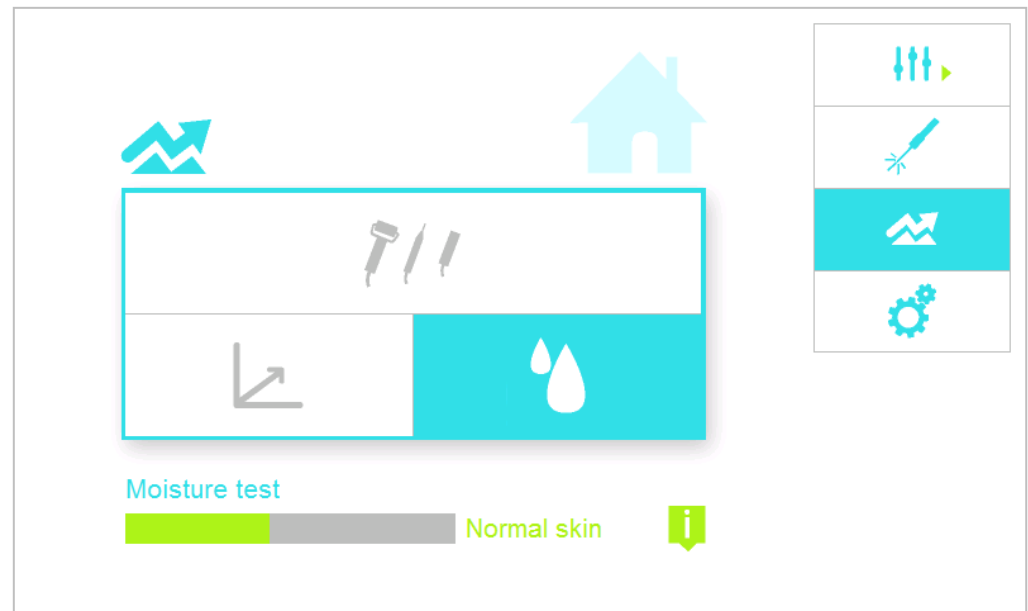
Tests Menu

Tolerance Test

- Automatic adjustment of the galvanic current intensity according to the client's tolerance

- It is recommended to do 2-3 tests and take the result of the last one

- You need to do an insertion and press on the pedal until the client tells you his/her tolerance is reached

- The plate or bar electrode with a wet sponge is necessary
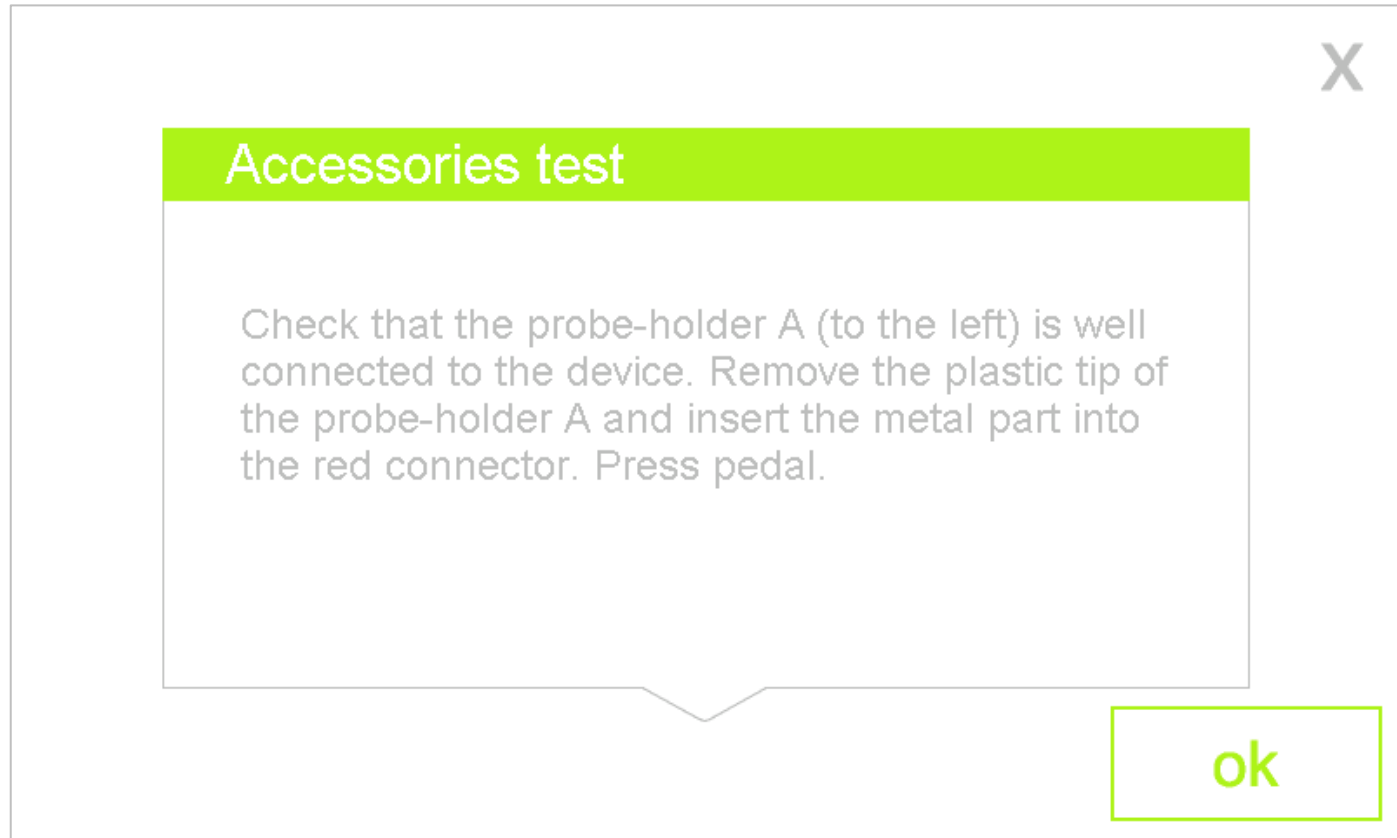
Tolerance test

0.00 mA
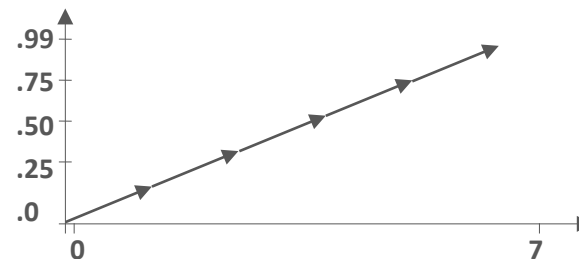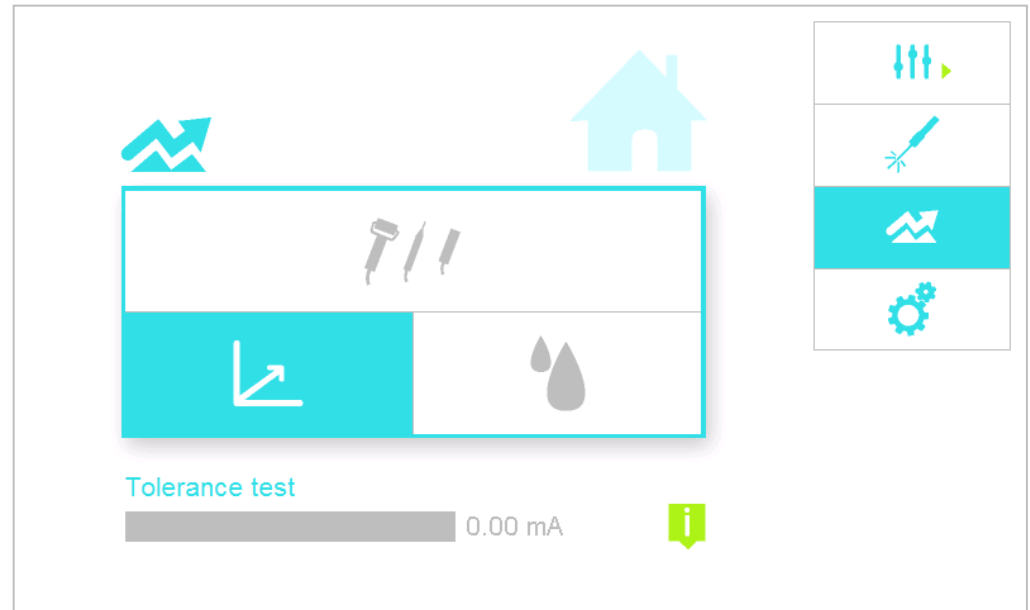
Hydration Test

- To test the moisture level on the skin surface or inside the hair follicle

- The plate or bar electrode with a wet sponge is necessary, place it near the area to be treated and in contact with the client's skin

- Skin Test: you need to use the roller electrode and roll it slowly on the skin

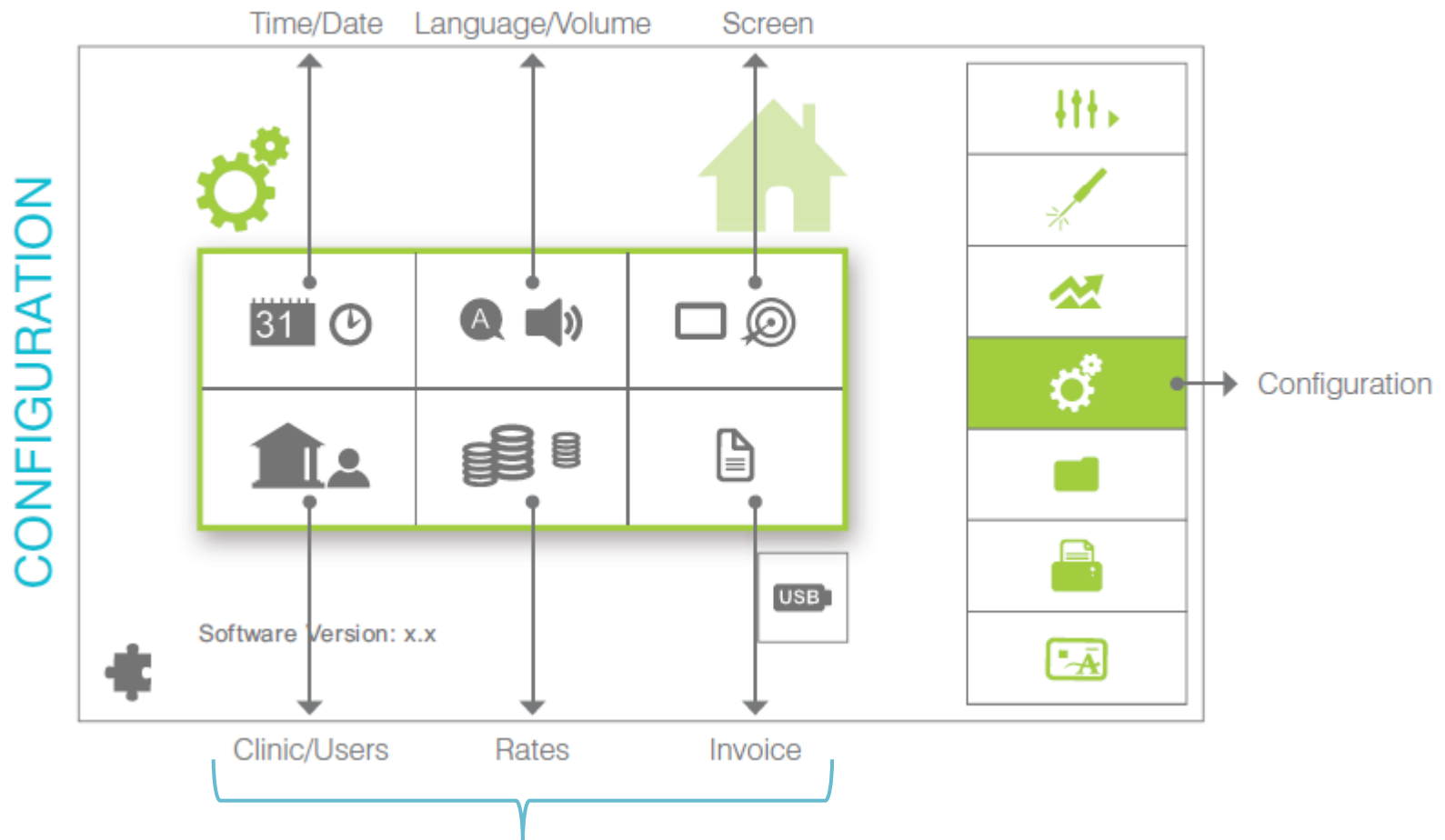- Hair Test: You need to do an insertion and press on the pedal

Not available in USA

Accessories Test

APILUS

Accessories test

Check that the probe-holder A (to the left) is well connected to the device. Remove the plastic tip of the probe-holder A and insert the metal part into the red connector. Press pedal.

ok

- To test the state of the cables and probe-holders

- Just follow the instructions on the screen

Configuration Menu

The 3 sub-menus at the bottom are available only on the Pro version

Configuration Menu (Pur and Pro)

Clinic Configuration Menu (Pro only)

User Configuration Menu (Pro only)

∼APILUS

✔ PicoFlash   X EvoluBlend

✔ MultiPlex   X SynchroBlend

✔ MeloFlash   ✔ Cata | Ion +

X Synchro   ✔ Ana | Ion -

✔ PicoBlend   X Electroporation

✔ OmniBlend   X Drainage

✔ MultiBlend   X Lifting

ok

X

Clinic Stats Configuration Menu (Pro only)

APILUS

Rates Configuration Menu (Pro only)

Invoice Configuration Menu (Pro only)

```
AAAAAAAAAAAAAAAAAAAAAAAAAAAAAA
       Bill No.: 0000000
       2013-12-18 10:54
AAAAAAAAAAAAAAAAAAAAAAAAAAAAAA
File #: 00000
Lane, Suzan
Visit count: 1
Probe type: TH | 3
Arm.......................20

          Treatment report
          -----------------
Nbr. Insertions: ..........52
      Total: ................52
Treatment time: ........00h31
      Total: ..............00h31
Hourly rate: $25.00/15m
                -----------------
Sub-Total..............$51.66
TX1(07.00%)............$3.61
TX2(07.50%)............$4.14
                -----------------
Total..................$59.14

Your electrologist:
  Julie

Next appointment: 2011-01-01
AAAAAAAAAAAAAAAAAAAAAAAAAAAAAA
AAAAAAAAAAAAAAAAAAAAAAAAAAAAAA
```

✔ Nb inserts   ✔ Probe

✔ Region   ✔ Cumul

✔ User   ✔ Rates

Add text

✔ Clinic Copy   ✔ Client Copy

Z Code

00000

ok

Backup, Data Transfers and Updates

USB

USB

✔ Client database
Backup date: 2013/08/28 14:39

✔ User database
Backup date: 2013/08/28 14:39

✔ Database config
Backup date: 2013/08/28 14:39

X

→ Backup device data onto a USB drive

→ Transfer data from a USB drive into the device

→ Eject the USB drive

→ Perform a device update

- To load a new software version onto your USB drive, go on www.dectro.com/apilusxcell (user: update_ xcell; password: nVzeBJdeUf) and follow the instructions online

- Always do a back up of your data before doing a device update

Adding Synchro Option

APILUS

- To add the Synchro, SynchroBlend and EvoluBlend Option

- Press on the puzzle key on the configuration menu

- Give us the green code

- Insert the key code that we will send you in the box

X Synchro option

CZ01002261F8
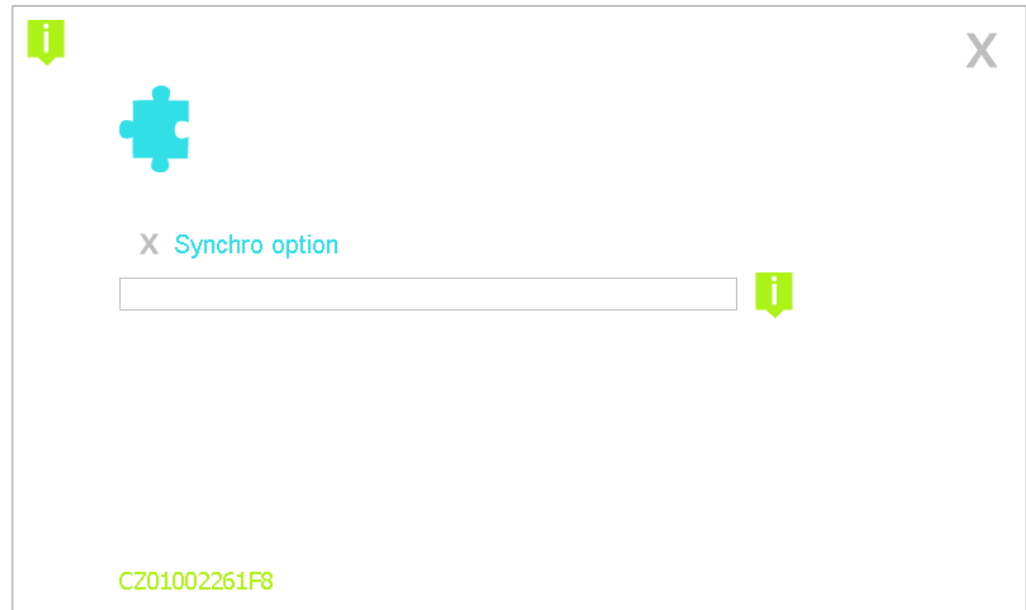
Client Files Menu (Pro only)

CLIENT FILES

Create a new File

Existing files

Print client files

Appointment Calendar

Client Folder
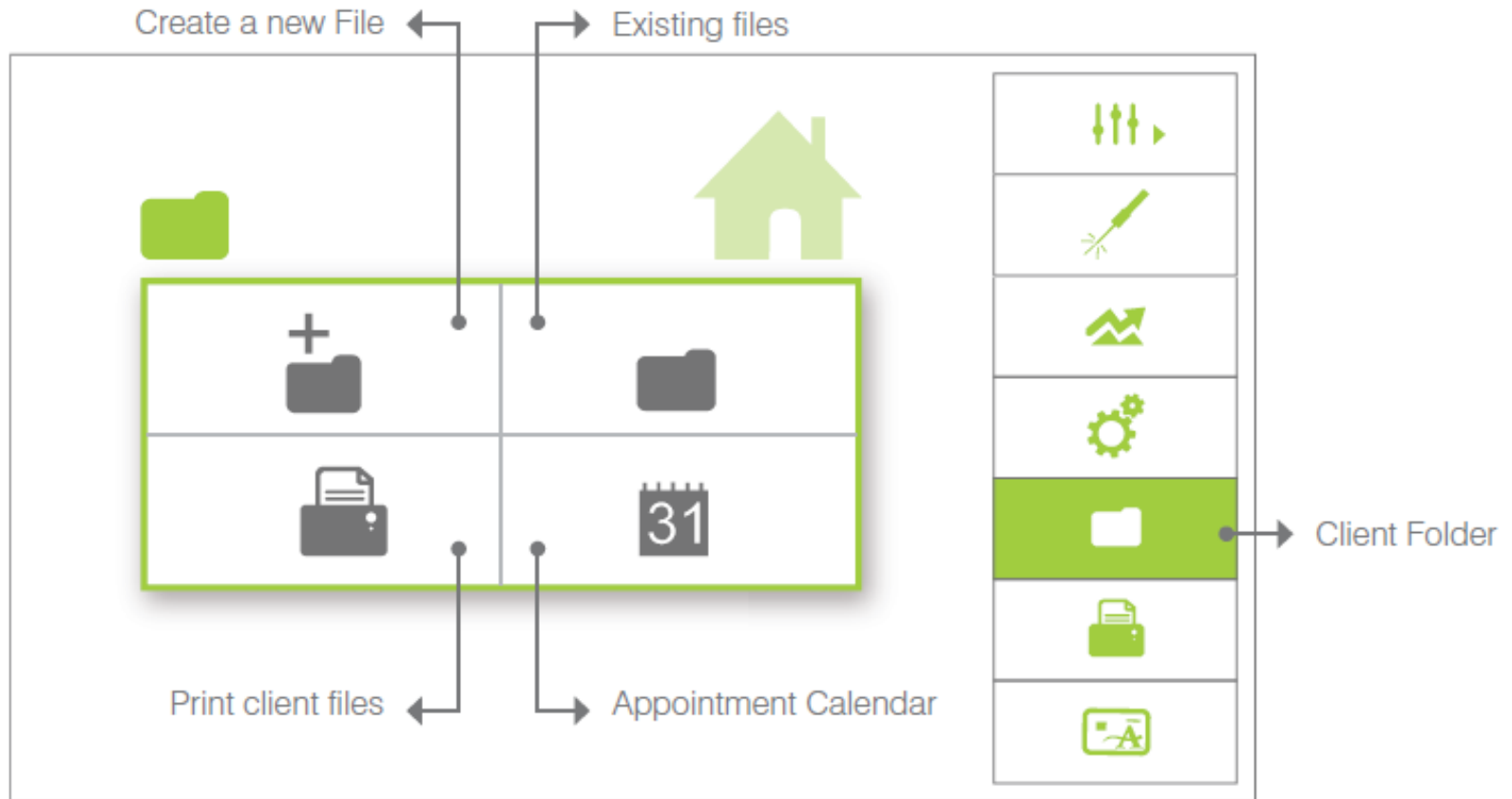
Creating a New Client File (Pro only)

Existing Client Files Menu (Pro only)

Editing a Client File (Pro only)

MEDICAL PROFILE

Adams, Laura

X Iodine allergy
✔ Cosmetics prod. allergy
✔ Oral contraceptive
X Anti-inflammatories
X Antibiotics
X Anticoagulants
X Other allergies
X Scars

X Cortisone
✔ Diabetes
X Epilepsy
X Pregnant
X Hemophilia
X Hepatitis
✔ Homeopathy
X Hormones

X

1/2

2/2

ok

Last Update: 2013/12/18 10:51

ok

To activate a condition in the medical profile, press the X next to the condition. A green check mark will appear.

Please note that there are 2 pages available which can be reached by using the buttons on the right.

When you make an entry, you should always confirm with the OK button at the end.

Client Stats Menu (Pro only)

APILUS

X

![bar chart icon] Tremblay, Josée

All areas

Chin ▶	**Underarm**	**Cumulative**		
Eyebrow ▶	Nb of insertions 20	Nb of insertions 38		**Print**
Leg ▶	Nb Uses 4	Nb of sessions 5		**Reset**
▶ Underarm	Average time 00:01	Average time 00:02		
Upper lip ▶	Total time 00:07	Total time 00:12		

◀ ▶

See more areas

Doing a Treatment with a Client File

- To save a treatment in the client file and invoice it, you need to open the client file first

- To do so, press on the file key on the treatment screen, select the client and press on the "file open" key

- Then select the treatment rate/duration as suggested on the screen

- Once the treatment is finished, press on the file key and then the "close file" key. You will then be able to print the invoice

EL   UL

EL   UL   0

Print the invoice?

```
Treatment time:........................00:02
Nbr. Insertions:...........................7
(Underarm: 7)
Subtotal:...............................$2.66
TX1:....................................$0.00
Total:..................................$2.66
```

Yes   No
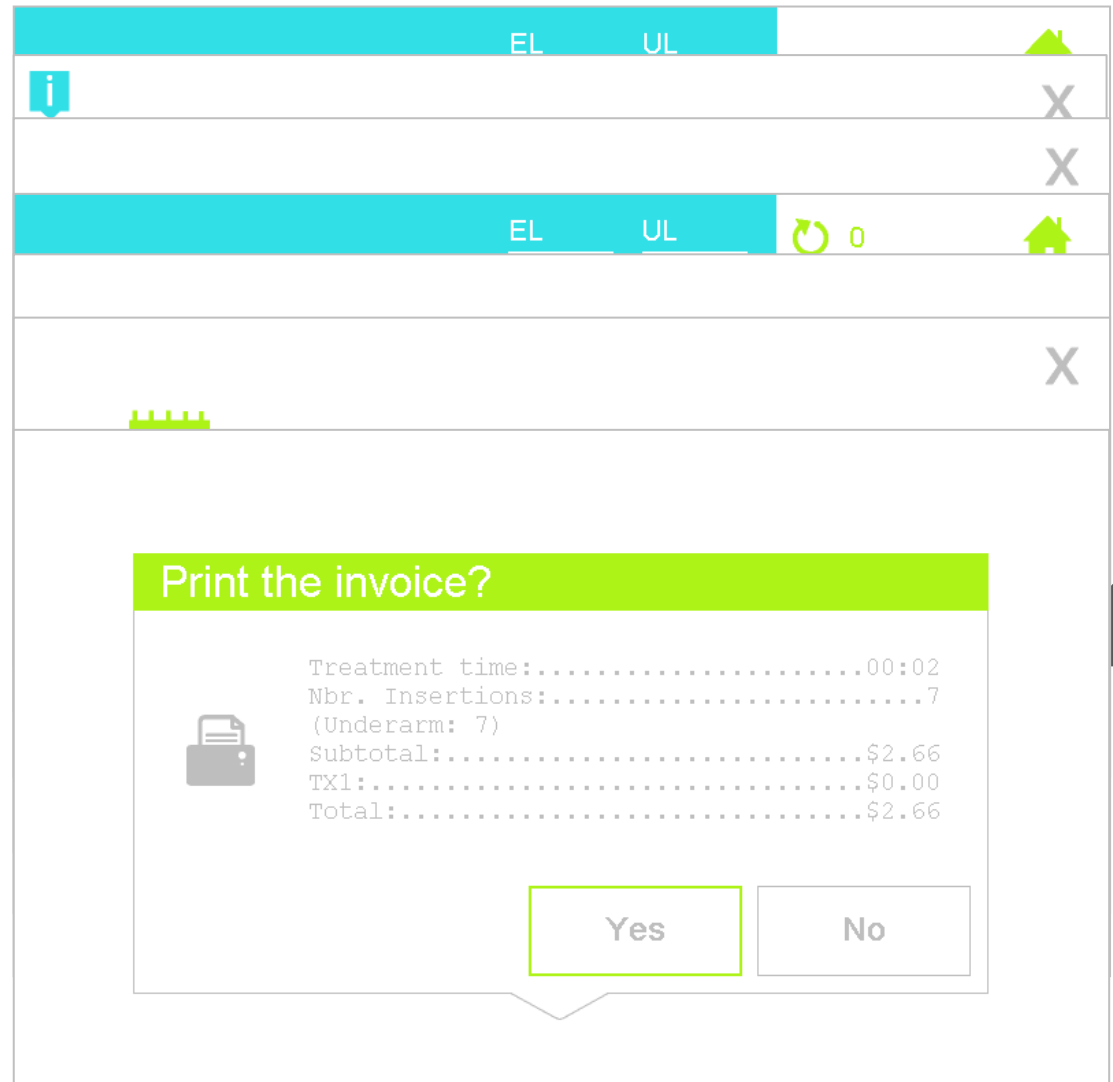
Appointment Calendar (Pro only)

- Each time you finish a client treatment, the device will ask you if you want to schedule the next appointment

- To see your next appointments on screen, press on the client file menu and then appointment calendar sub-menu

- You can also print a list of your next appointments. The report includes the name of the client, phone number and date/time of the next appointment

Printer Menu (Pro only)

Feed the printer paper

Reset the printer

PRINTER

Reprint invoice
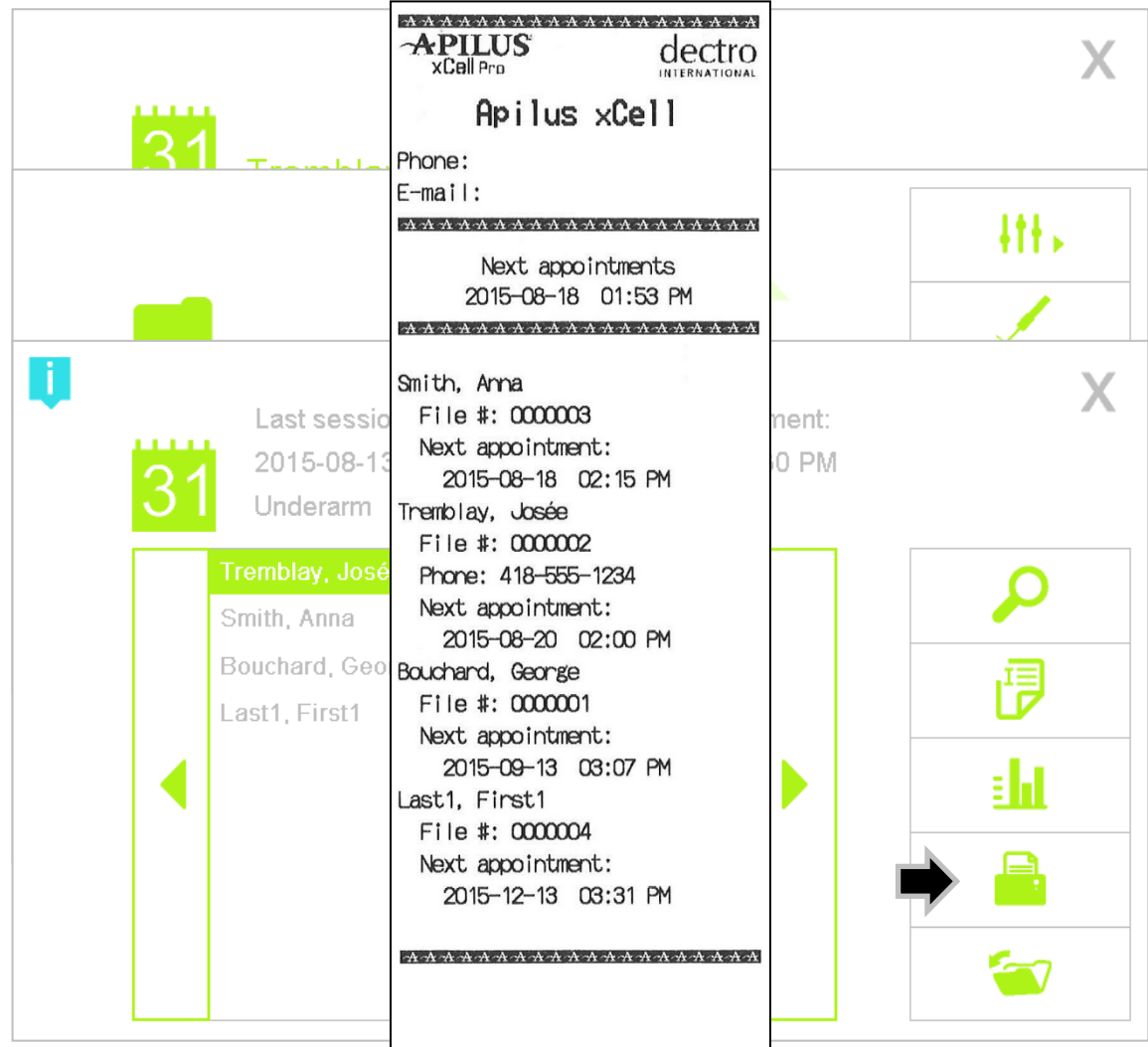
Printer
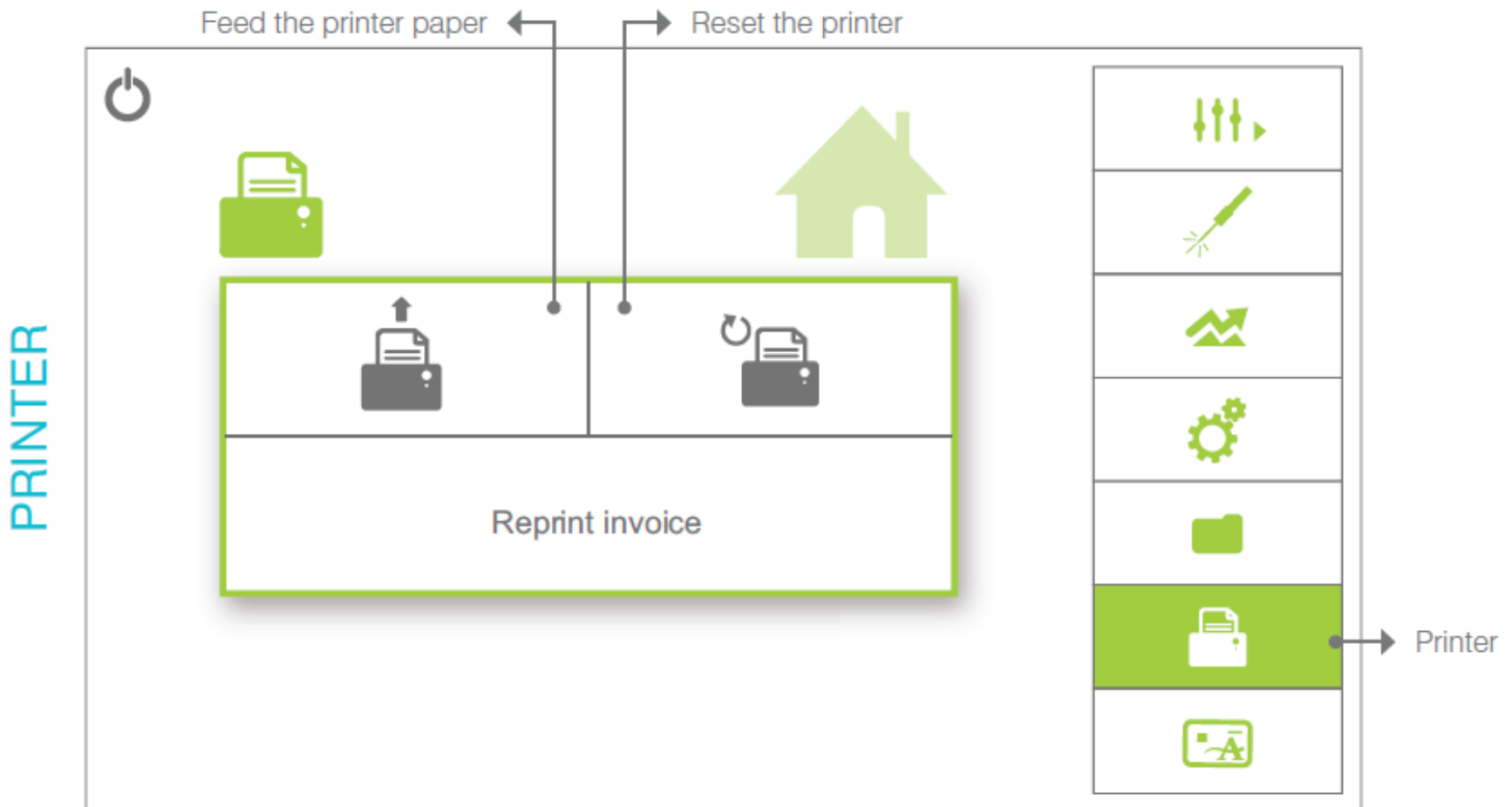
SmartCard Menu (Pro only)
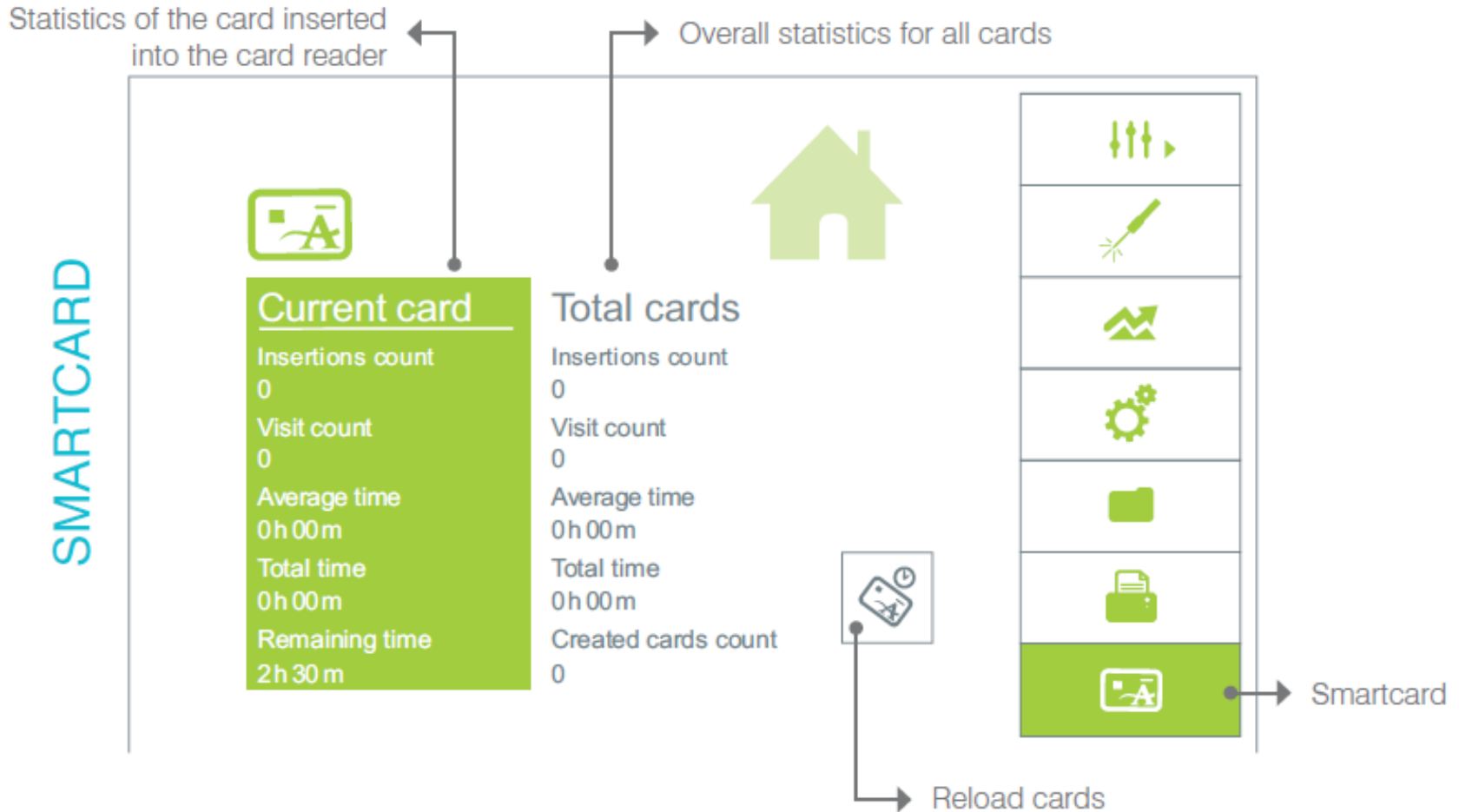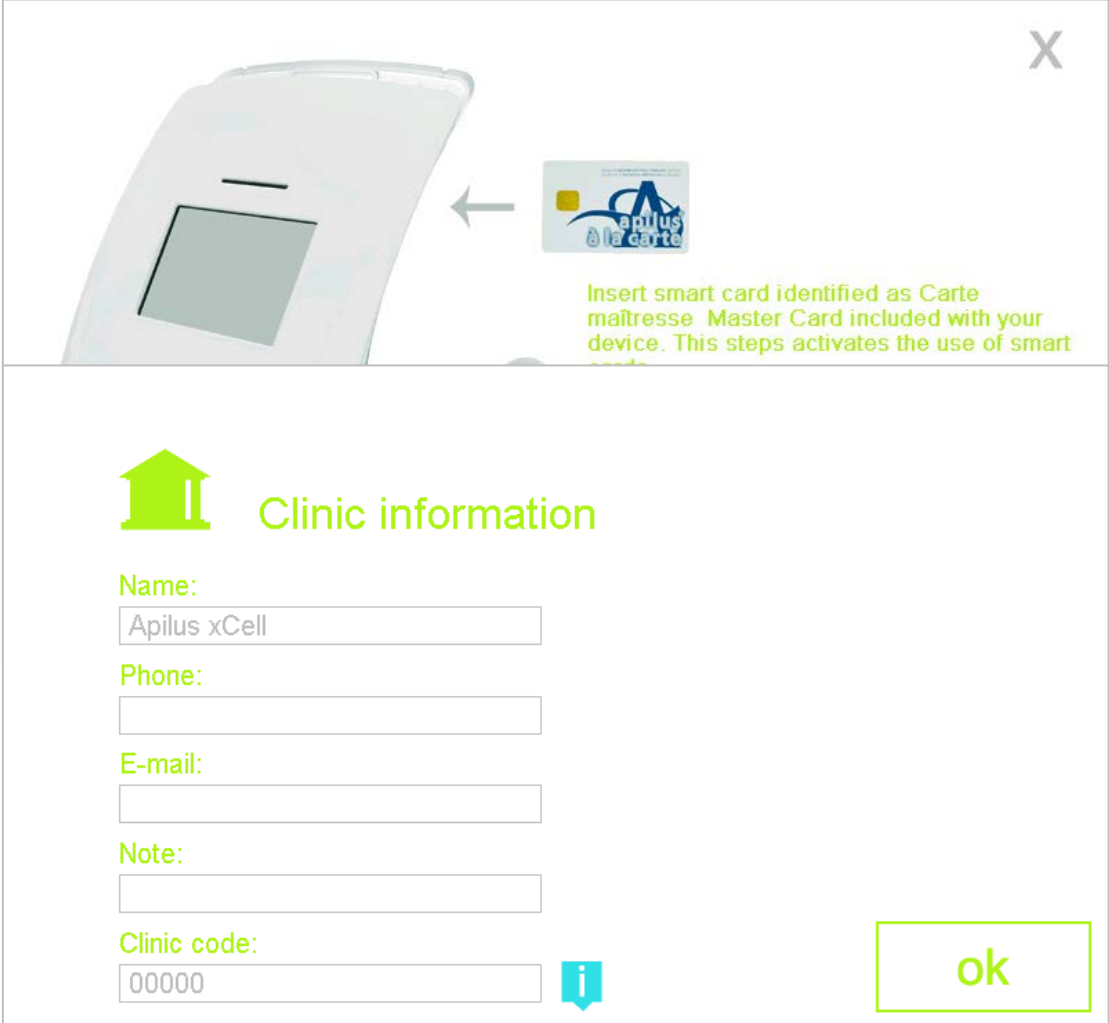
How to use SmartCards (Pro only)

- Smartcards (prepaid epilation cards) are very useful by offering time credit packages to your customers that will help to generate revenue more quickly and help reinforce customer loyalty.

- Their use is very simple and flexible

- You decide the number of minutes and the rates that are registered on the pre-paid cards that you offer.

- Each card sold is associated with your clinic and a client file.

- The card contains information about the client and the treatments they have received.

- It is possible to reload the client's card with additional minutes and to reuse the card when offering additional package deals.

How to use SmartCards (Pro only)

- When you start the device for the first time, you need to initiate the smartcard function

- To do so, insert the "Master Card" included with the device

- You will also be asked to create a clinic code

- This code will be associated to your smartcards so it will be important to not change it once you have sold the first one

Insert smart card identified as Carte maîtresse Master Card included with your device. This steps activates the use of smart cards

Clinic information

Name:
Apilus xCell

Phone:

E-mail:

Note:

Clinic code:
00000

ok

How to use SmartCards (Pro only)

Initializing a new card

- To create a new smartcard, insert the card into the slot located on the right side of the device's front panel.

- The device will ask you if you want to initialize it, to associate the card to an existing customer file and to choose the number of minutes/rate to record on the smartcard.

- Then, the device will print a statement about the initialized card.

- Finally, the device will ask if you would like to start a treatment (the treatment time will then be debited).
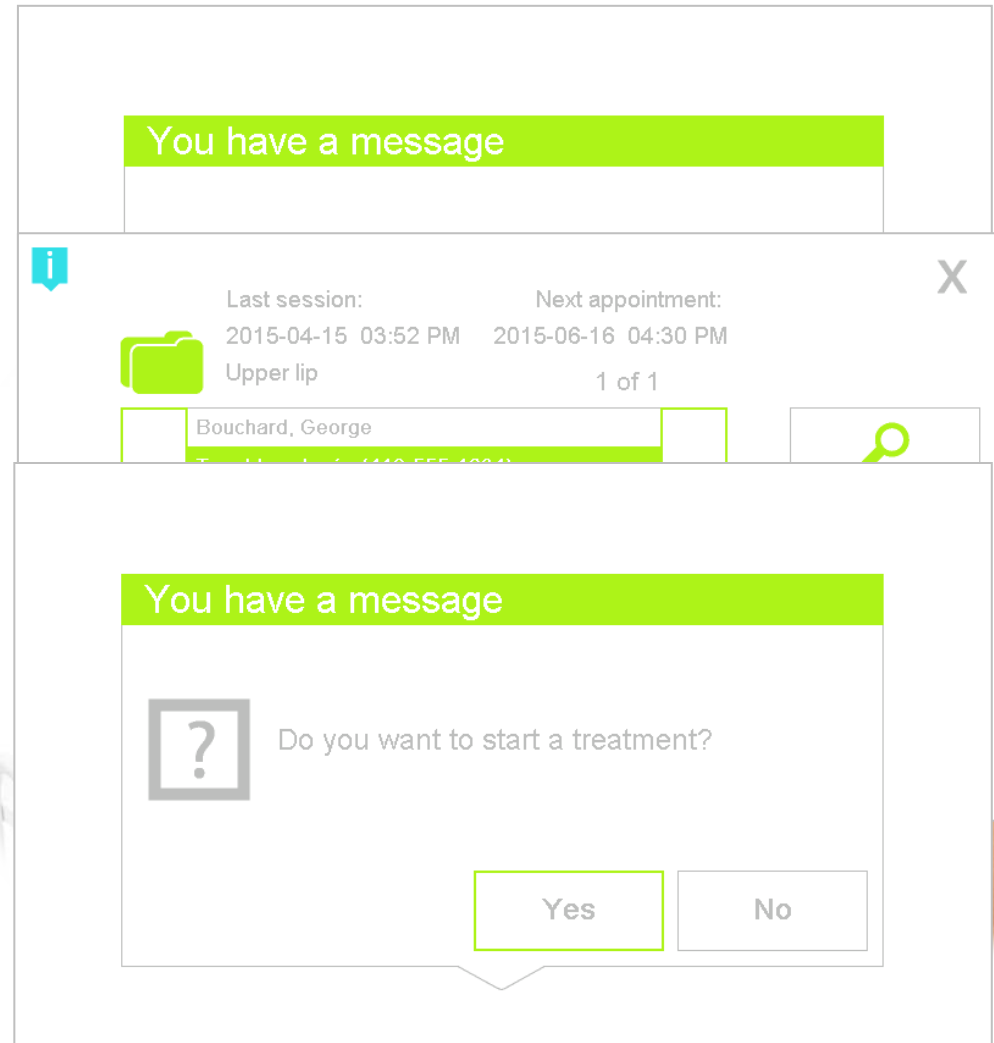
How to use SmartCards (Pro only)

Debiting time on an existing card

– Insert the smart card of the client into the device

– The device will tell you that the card is associated to an existing customer file and will ask if you would like to start a treatment (the treatment time will then be debited).

– A smart card and the name of the client will appear on the treatment screen.

– Once the treatment is finished, press on the smart card key on the treatment screen and then close it. A report will be printed.

| PicoFlash | EL | UL | ↻ 0 | ⌂ |
| | 119 | -- | | 11:41 AM |

X

Print treatment report?

```
Nbr. Insertions:.........................4
(Underarm: 4)
Treatment time:.....................00:02
Time left:..........................02:23
```

Yes   No
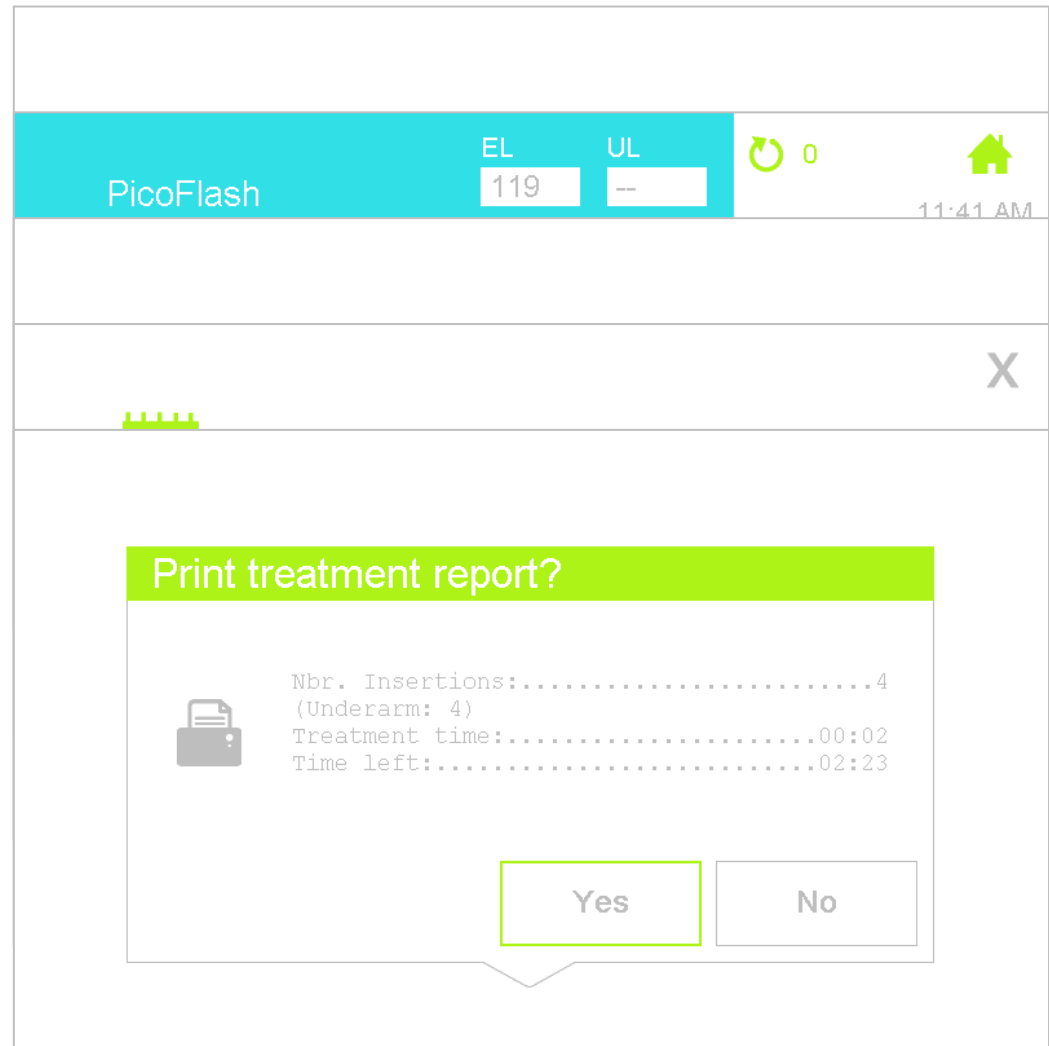
How to use SmartCards (Pro only)

Reloading additional minutes onto a card

- When the minutes have expired on a smartcard, the unit will ask if you would like to reload the card.
- If you reload it, select the desired number of minutes/rate to add and a statement will be printed.
- If you do not reload the card, it will then become unusable.
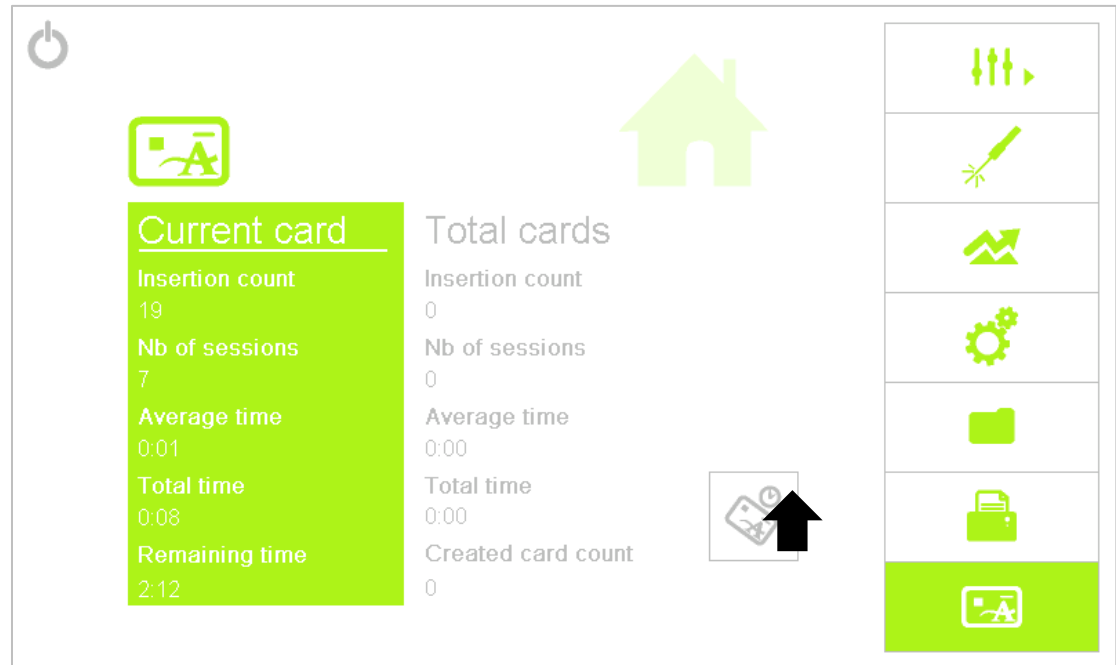
Adding minutes to an existing card

- To add minutes to an existing card, which still contains minutes, go to the smartcard menu and press the Reload cards icon.
- Choose the number of minutes/rate to add and a statement will be printed.

VitaPhases

Dermaphasic Devices (optional)

- Work in synergy with the Apilus xCell

- Specially designed to optimize aesthetic & body care

  – IM – IonoMassage

  – SM – StimuloMassage

  – LT – Lightherapy

  – IR – Infrared

Not available in USA
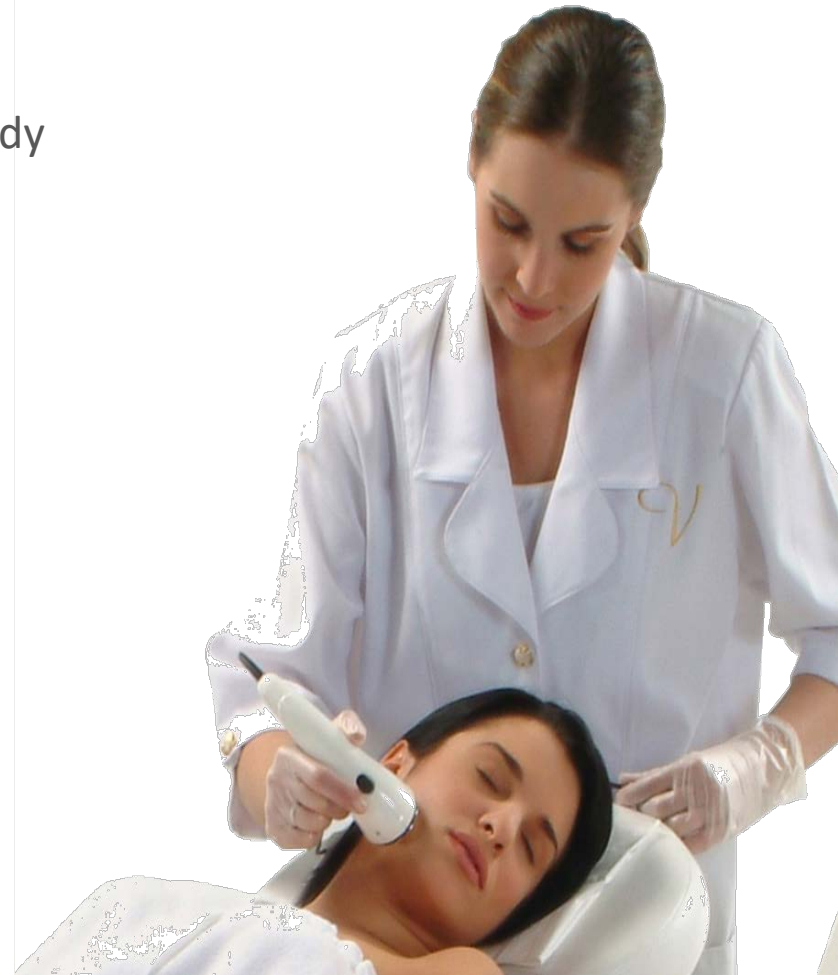
VitaPhases

VitaPhase SM Stimulomassage

10 electrodes

5 DEL 660 nm

Phototherapy

Vibrating massage

Microcurrent

Revitalizes, stimulates

Tones the skin and reduces aspect of wrinkles

VitaPhase IM Ionomassage

Iontophoresis

Vibrating massage

Promotes the penetration of products

Purifying effect

Restores the pH

Soothes

VitaPhase LT Lighttherapy

Blue: purifying

Green: Reduces the appearance of redness and pigmentation.

Red: reduces the aspect of wrinkles

Optimizes the effects of cosmetic products

VitaPhase IR InfraRed

Deep skin penetration

Gives a firmer look to the skin

Stimulates

Reduces the aspect of signs of ageing

Reduces the aspect of cellulite

Well-being sensation

Apilus xCell

A Profitable Investment!

- Most advanced computerized epilator on the market

- 27.12 MHz Exclusive modalities

- Patented Synchro and Synchroblend

- More Efficient

- Unequalled comfort

- Versatile

- Secure

Reach for Excellence

APILUS®
xCell

27.12 MHz